Sales assistants sell goods and services, such as food, clothing, hardware, household appliances, office supplies and cosmetics, in retail and wholesale establishments.

**Job title examples**

- Sales Assistant / Retail Sales Assistant
- Computer Salesperson
- Cosmetic Consultant
- Delicatessen Assistant / Seafood Sales Assistant
- Electrical Goods Sales Assistant / Hardware Sales Assistant
- Fashion Sales Assistant
- Fast Food Sales Assistant
- Shelf Filler
- Newsagent

**Other jobs in this field of work**

**What sales assistants do**

- determine customer requirements and advise on product range, price, delivery, warranties and product use and care
- demonstrate and explain to customers the establishment’s goods and services
- sell food, beverages, clothing, footwear and other personal and household goods and services
- accept payment for goods and services by a variety of payment methods and prepare sales invoices
- assist with the ongoing management of stock such as product inventories and participate in stocktakes

**Main employing industries**

- Accommodation and Food Services
- Retail Trade
Qualifications

The following government subsidised qualifications are available in NSW:

- **Certificate II in Timber Mechandising** available as a traineeship or qualification
- **Certificate II in Retail Services** available as a traineeship or qualification
- **Certificate II in Retail Cosmetics** available as a traineeship or qualification
- **Certificate II in Seafood Industry (Sales and Distribution)** available as a traineeship or qualification
- **Certificate III in Seafood Industry (Sales and Distribution)** available as a traineeship or qualification
- **Certificate III in Retail Services** available as a traineeship or qualification

**Apprenticeships and traineeships**: Find out how to get an [apprenticeship or traineeship](#)

**Course fees**: You may be eligible for government subsidised training under Smart and Skilled. Go to the [Course Finder](#) to find training in your area, estimate your fee and find a training provider

Job prospects and pay

- There are around 168,833 sales assistants working in NSW.
- Over the next four years, employment in this occupation is expected to decline in NSW.

**Average weekly full time earnings (before tax):**
- Sales assistant: $800
- All occupations: $1,200

Many people work part time in this occupation.

Related jobs

- Retail Supervisor
- Retail Manager
- Motor Vehicle and Vehicle Parts Salesperson
- Pharmacy Sales Assistant
- Service Station Attendant
- Other Sales Assistants and Salespersons

To find out more regarding these related jobs, visit the [Job Guides Homepage](#).

Information sources

- Occupations: Australian Bureau of Statistics, Australian and New Zealand Standard Classification of Occupations, 1220.0
- Skills shortages: Department of Employment, Skill Shortage List NSW 2015-16
- Job prospects: Centre of Policy Studies (CoPS), Victoria University, Employment Forecast Data for NSW 2015/16 to 2022/23