

Sales Assistant

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

Employment: Australian Bureau of Statistics, Labour Force, Australia, Detailed, Quarterly, 6291.0.55.003

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

Earnings: Department of Employment, joboutlook.gov.au, based on ABS Characteristics of Employment Survey, August 2014