

Top 30 to 30 South Dakota

High Demand & High Wage Career

Career Cluster: Marketing



Parts Salespersons

Standard Occupational Code 41-2022

What They Do

Sell spare and replacement parts and equipment in repair shops or parts stores. Assist customers to find products and process payments.

Is This For You?

Work Interests are described in the following categories (compatible with Holland's Model). People who tend to succeed in this career are:

Enterprising (Persuaders) — Like to influence, persuade or lead people and manage others. They enjoy working on a team toward goals, competition and business-like activities.

Conventional (Organizers) — Detail oriented and organized. They like to analyze data, keep financial records and do research. They can be counted on to be accurate and enjoy structure and closure.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

Relationships — Allow employees to provide service to others and work with co-workers in a friendly, non-competitive environment.

Independence — Allow employees to work on their own and make decisions.

Support — Offer supportive management that stands behind employees.

Abilities reflect a person's aptitude to acquire skills and knowledge. The following abilities are important for success in the career.

- Oral Comprehension
- Oral Expression
- Written Comprehension
- Near Vision
- Speech Clarity

Basic Skills You Need

- Active Listening
- Speaking
- Reading Comprehension
- Service Orientation
- Persuasion
- Social Perceptiveness
- Critical Thinking
- Monitoring
- Writing

Education & Training

Parts salesperson positions generally require a high school diploma or equivalent.

Typically, most workers receive fairly extensive on-the-job training to learn about the parts involved in that particular type of business. Prior retail sales experience is helpful.

Recommended Levels* for the National Career Readiness Certificate

Applied Math	3
Workplace Documents	3
Graphic Literacy	4

*Using the median skill level.

South Dakota Employment & Wages

2020 Workers	2030 Workers	Numeric Change	Percent Change	Average Annual Demand for Workers	Annual Median Wage	Annual Average Wage
1,599	1,759	160	10.0%	215	\$39,380	\$42,270

Additional References

Labor Market Information Center

www.dlr.sd.gov/lmic

Career OneStop

www.careeronestop.org

O*Net Online

www.onetonline.org

mySkills myFuture

<https://www.myskillsmyfuture.org/>

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