



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:

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.

Realistic (Doers) — Prefer to work with objects, things, machines, tools, plants, or animals. They have mechanical ability, enjoy being outdoors, and working with their hands.

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
- Near Vision
- Written Comprehension
- Speech Clarity

Basic Skills You Need

- Active Listening
- Speaking
- Persuasion
- Reading Comprehension
- Service Orientation

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.

Where They Work

The South Dakota industries which employ the largest number of parts salespersons are:

- Automotive Parts, Accessories, and Tire Retailers
- Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers

South Dakota Employment & Wages

2022 Employment	2032 Employment	Numeric Change	Percent Change	Average Annual Openings	Annual Median Wage	Annual Average Wage
1,850	2,051	201	10.9%	247	\$45,140	\$46,540

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/>

Provided By

Labor Market Information Center
South Dakota Dept. of Labor and Regulation
605.626.2314

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