



## Retail salespersons

Sell merchandise, such as furniture, motor vehicles, appliances, or apparel to consumers.

## Cognitive and mental requirements

The qualifications that workers need to use judgment, make decisions, interact with others, and adapt to changes in jobs.

In 2023, work was reviewed by a supervisor more than once per day for 53.8 percent of retail salespersons, and once per day for 26.8 percent.

**Table 1. Percentage of retail salespersons with cognitive and mental requirements, 2023**

Requirement	Yes	No
<b>Pace: Pause control</b>	35.9	64.1
<b>Interaction with general public</b>	>99.5	<0.5
<b>Working around crowds</b>	3.1	96.9
<b>Telework</b>	0.5	99.5
<b>Work review: Supervising others</b>	1.8	98.2
<b>Work review: Presence of supervisor</b>	84.2	15.8

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey

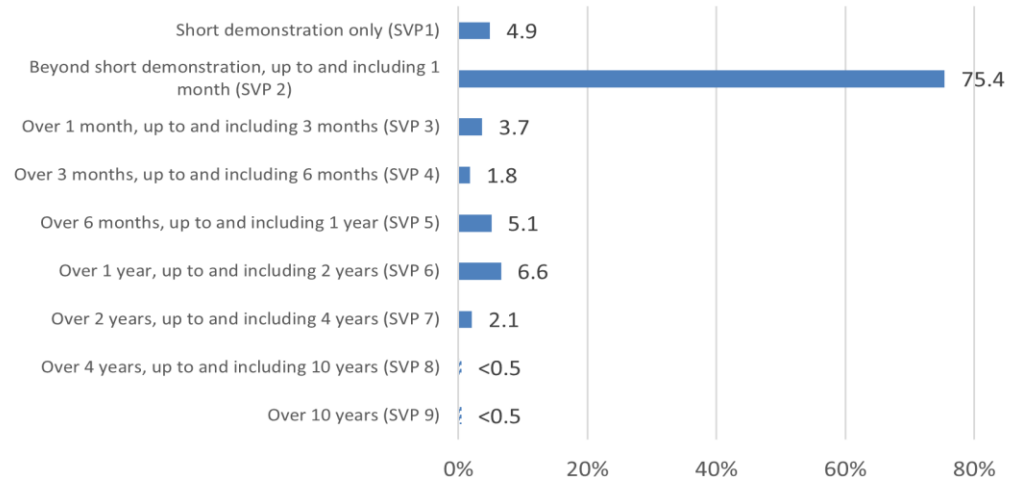
## Education, training, and experience requirements

The minimum level of formal education required, credentials necessary, on-the-job training, and prior work experience necessary for average performance in jobs.

In 2023, credentials were required for 15.2 percent of retail salespersons. Prior work experience was required for 16.0 percent and on-the-job training was required for 96.6 percent.

No minimum education was required for 67.9 percent of retail salespersons and a high school diploma was required for 31.9 percent.

**Chart 1. Percentage of retail salespersons by specific preparation time (SVP) level, 2023**



Note: Striped bars represent range estimates where precise value is unpublished.  
Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey



### Environmental conditions

The various tangible or concrete hazards or difficulties that are in the vicinity of where jobs' critical tasks are performed.

In 2023, 99.3 percent of retail salespersons were not exposed to extreme cold, and greater than 99.5 percent were not exposed to extreme heat. Wetness was not present for 87.2 percent, greater than 99.5 percent were not exposed to heavy vibrations, and 66.3 percent were not exposed to the outdoors.

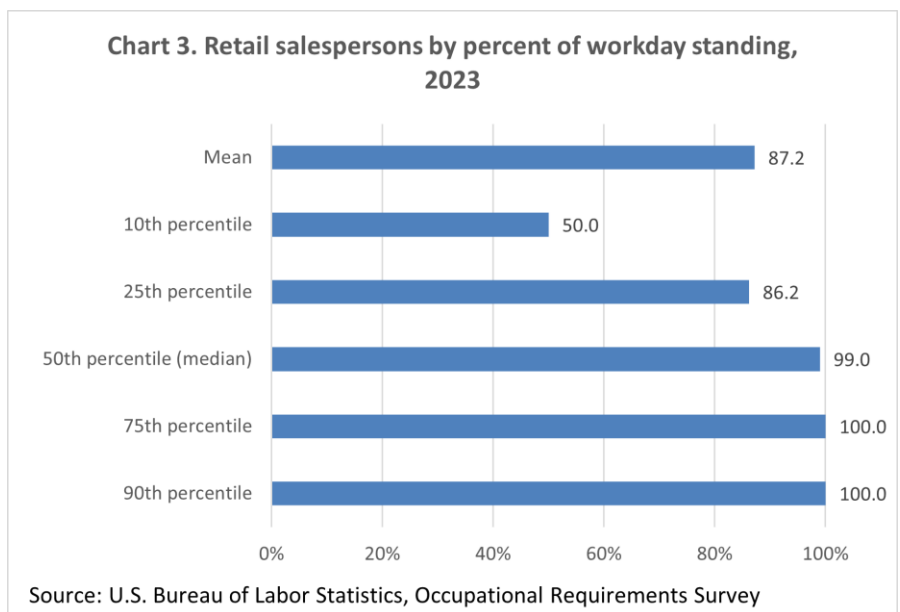
### Physical demands

Refer to the physical activities required to perform tasks in jobs. The presence and, in some cases, duration of these activities are published.

In 2023, reaching at or below the shoulder was required for 92.5 percent of retail salespersons and was not required for 7.5 percent.

Performing work in low postures was required for 83.1 percent of retail salespersons and was not required for 16.9 percent.

The choice to sit or stand when performing critical tasks was available to 10.1 percent of retail salespersons. On average, workers spent 12.8 percent of the workday sitting and 87.2 percent of the workday standing.



**Table 2. Percentage of retail salespersons with physical demands, 2023**

Requirement	Yes	No
Choice of sitting or standing	10.1	89.9
Driving	11.7	88.3
Climbing structure-related ramps or stairs	7.5	92.5

Source: U.S. Bureau of Labor Statistics, Occupational Requirements Survey