



Sales and related workers

This occupational group includes cashiers, rental clerks, retail salespersons, advertising sales agents, travel agents, wholesale and manufacturing sales representatives, models, demonstrators, product promoters, sales engineers, real estate brokers, street vendors, and telemarketers.

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, verbal interactions were required constantly (every few minutes) for 46.2 percent of sales and related workers, and were required not constantly, but more than once per hour for 51.1 percent.

Table 1. Percentage of sales and related workers with cognitive and mental requirements, 2023

Requirement	Yes	No
Pace: Pause control	45.5	54.5
Interaction with general public	>99.5	<0.5
Working around crowds	1.8	98.2
Telework	11.9	88.1
Work review: Supervising others	11.0	89.0
Work review: Presence of supervisor	70.6	29.4

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

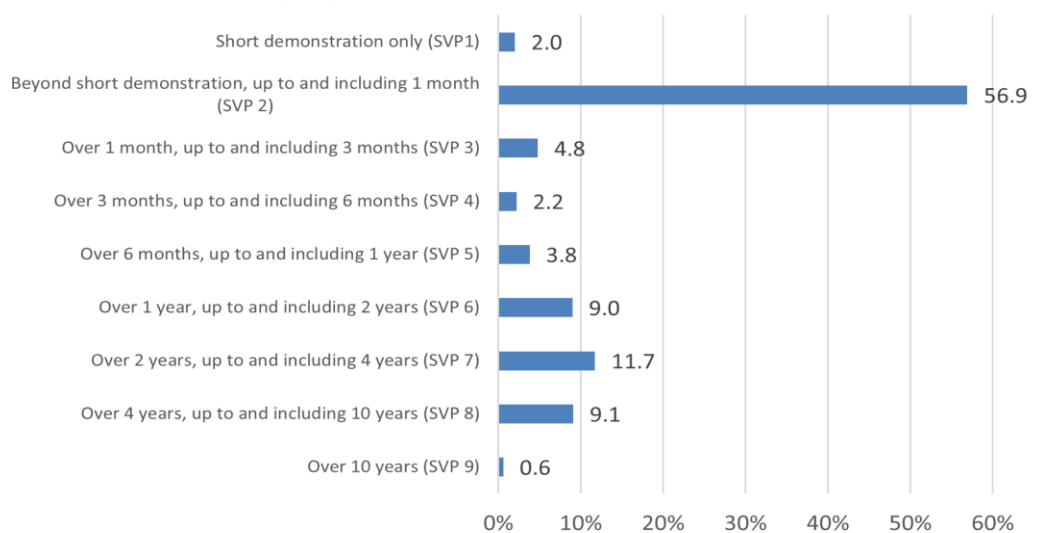
Education, training, and experience requirements

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

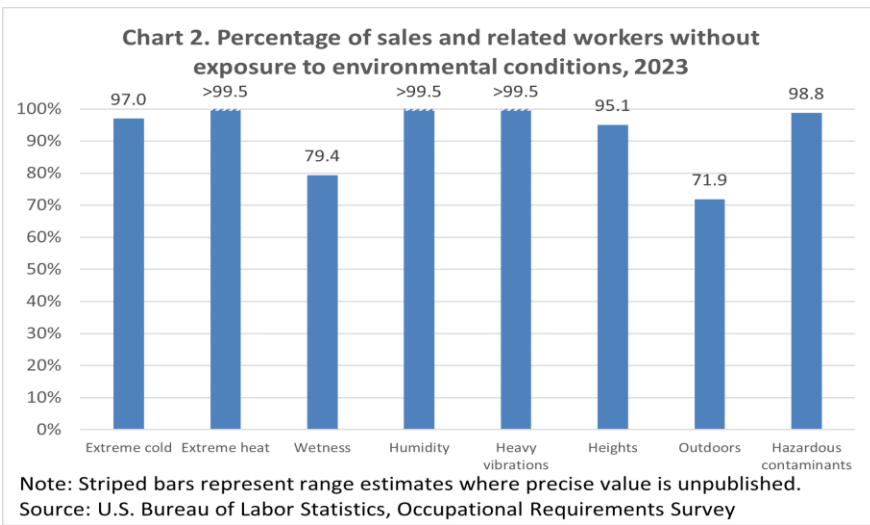
In 2023, credentials were required for 27.8 percent of sales and related workers. Prior work experience was required for 33.2 percent and on-the-job training was required for 93.4 percent.

No minimum education was required for 50.7 percent of sales and related workers and a high school diploma was required for 39.6 percent.

Chart 1. Percentage of sales and related workers by specific preparation time (SVP) level, 2023



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, 97.0 percent of sales and related workers were not exposed to extreme cold, and greater than 99.5 percent were not exposed to extreme heat. Wetness was not present for 79.4 percent, greater than 99.5 percent were not exposed to heavy vibrations, and 71.9 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 78.3 percent of sales and related workers and was not required for 21.7 percent.

Performing work in low postures was required for 59.3 percent of sales and related workers and was not required for 40.7 percent.

The choice to sit or stand when performing critical tasks was available to 32.3 percent of sales and related workers. On average, workers spent 31.4 percent of the workday sitting and 68.6 percent of the workday standing.

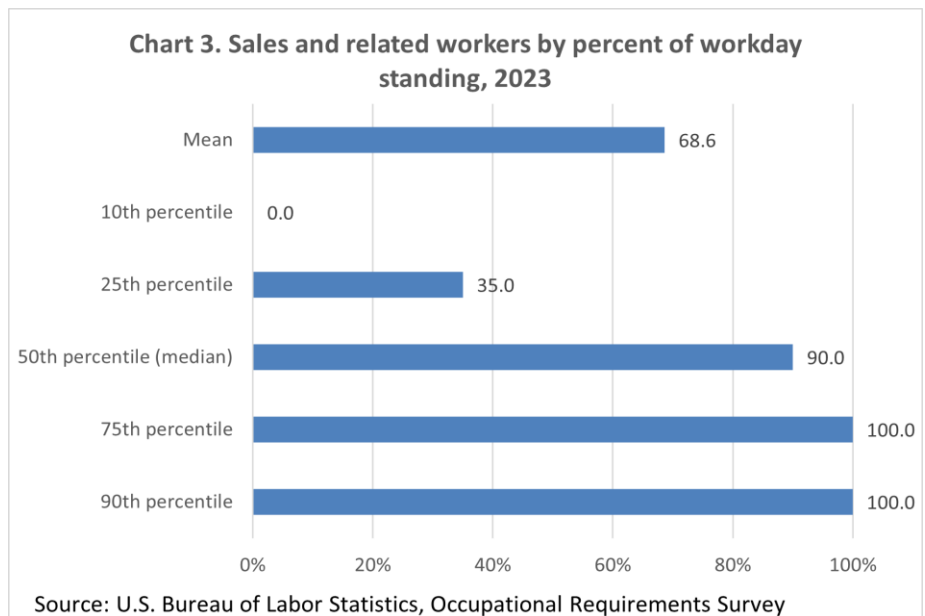


Table 2. Percentage of sales and related workers with physical demands, 2023

Requirement	Yes	No
Choice of sitting or standing	32.3	67.7
Driving	21.9	78.1
Climbing structure-related ramps or stairs	10.6	89.4

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