



Sales and related occupations

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 2022, 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 51.0 percent.

Table 1. Percentage of sales and related workers with cognitive and mental requirements, 2022

Requirement	Yes	No
Pace: Pause control	44.4	55.6
Interaction with general public	99.8	-
Working around crowds	2.0	98.0
Telework	10.9	89.1
Work review: Supervising others	10.4	89.6
Work review: Presence of supervisor	72.9	27.1

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

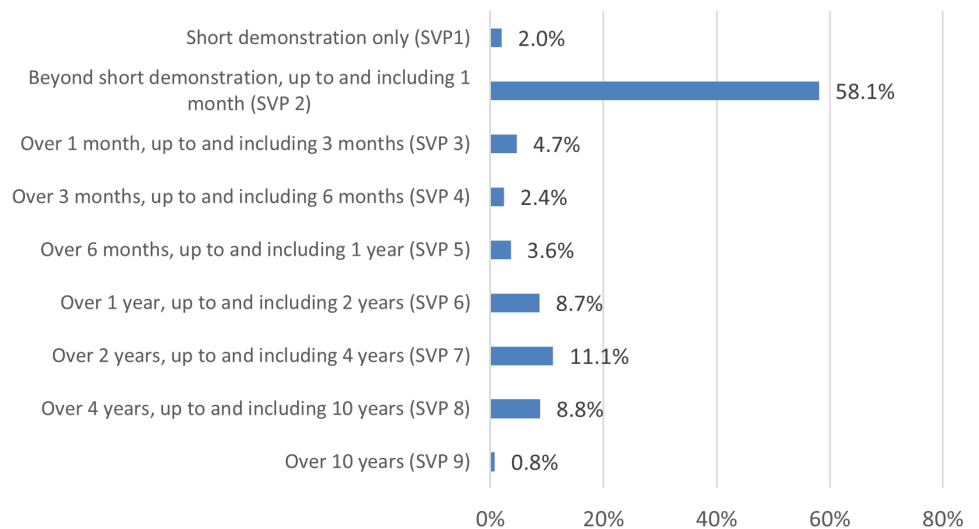
Education, training, and experience requirements

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

In 2022, credentials were required for 27.8 percent of sales and related workers. Prior work experience was required for 32.5 percent and on-the-job training was required for 93.6 percent.

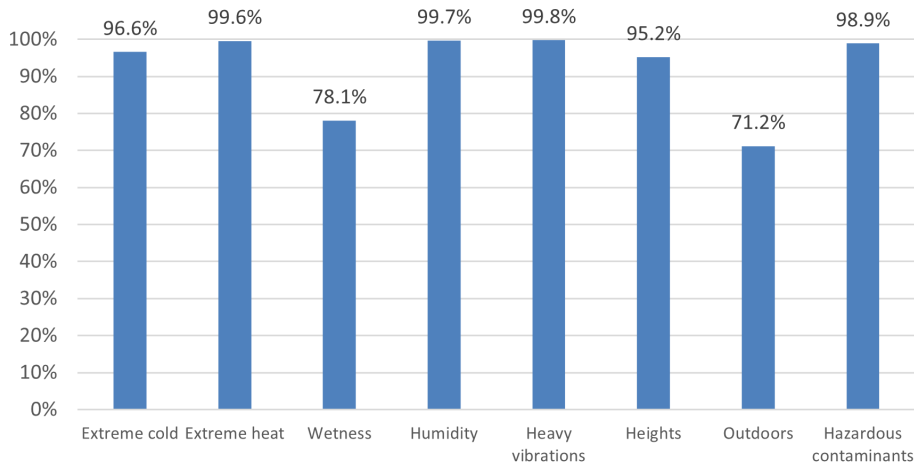
No minimum education was required for 51.3 percent of sales and related workers and a high school diploma was required for 39.5 percent.

Chart 1. Percentage of sales and related workers by specific preparation time (SVP) level, 2022



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

Chart 2. Percentage of sales and related workers without exposure to environmental conditions, 2022



Environmental conditions

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

In 2022, 96.6 percent of sales and related workers were not exposed to extreme cold, and 99.6 percent were not exposed to extreme heat. Wetness was not present for 78.1 percent, 99.8 percent were not exposed to heavy vibrations, and 71.2 percent were not exposed to the outdoors.

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

Physical demands

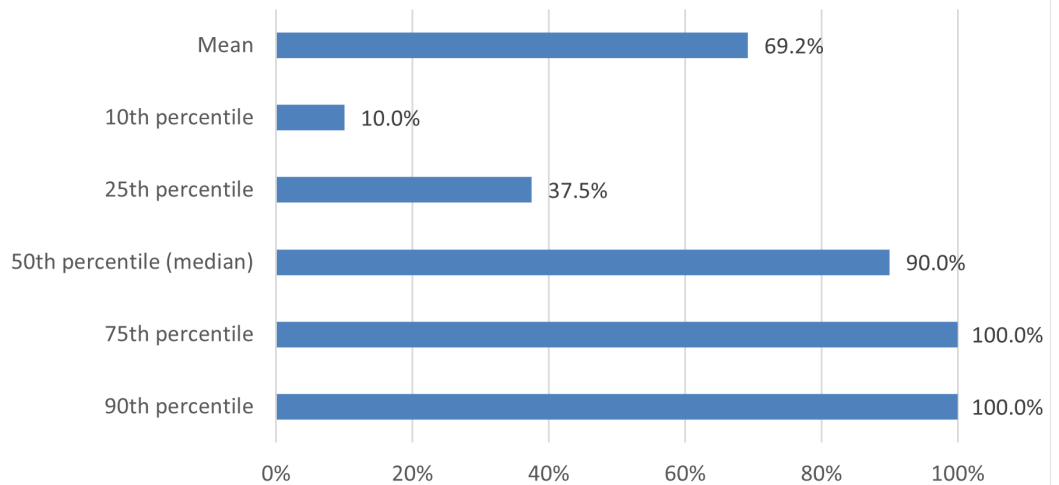
Refer to the physical activities required to perform tasks in jobs. The presence and, in some cases, duration of these activities are published.

In 2022, reaching at or below the shoulder was required for 79.7 percent of sales and related workers and was not required for 20.3 percent.

Performing work in low postures was required for 60.7 percent of sales and related workers and was not required for 39.3 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 30.8 percent of the workday sitting and 69.2 percent of the workday standing.

Chart 3. Sales and related workers by percent of workday standing, 2022



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

Table 2. Percentage of sales and related workers with physical demands, 2022

Requirement	Yes	No
Choice of sitting or standing	32.3	67.7
Driving	21.7	78.3
Climbing structure-related ramps or stairs	10.1	89.9

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