



## 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 judgement, make decisions, interact with others, and adapt to changes in jobs.

In 2024, work was controlled by people for 82.7 percent of sales and related workers, and work was self-paced for 12.7 percent.

**Table 1. Percentage of sales and related workers with cognitive and mental requirements, 2024**

Requirement	Yes	No
<b>Adaptability: Work schedule variability</b>	62.6	37.4
<b>Pace: Pause control</b>	44.9	55.1
<b>Telework</b>	14.8	85.2
<b>Work review: Presence of supervisor</b>	64.9	35.1
<b>Work review: Supervising others</b>	9.8	90.2
<b>Working around crowds</b>	1.0	99.0

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

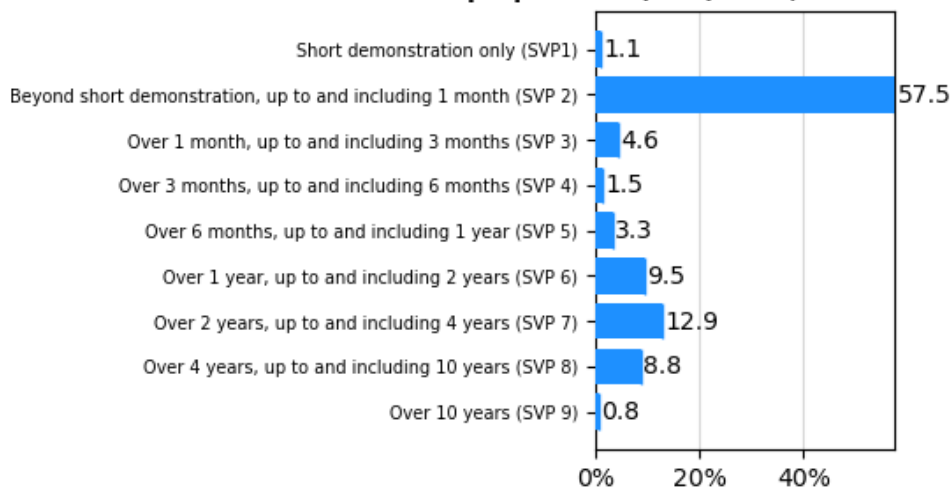
## Education, training, and experience requirements

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

In 2024, credentials were required for 21.7 percent of sales and related workers. Prior work experience was required for 31.3 percent and on-the-job training was required for 92.7 percent.

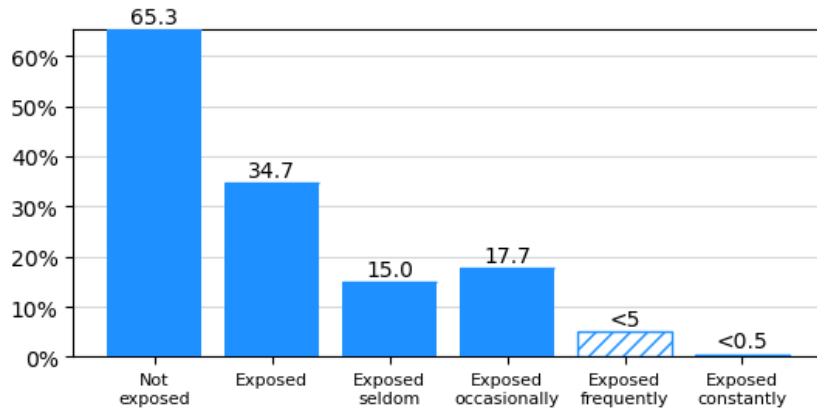
No minimum education was required for 53.0 percent of sales and related workers and a high school diploma was required for 33.2 percent.

**Chart 1. Percentage of sales and related workers by specific vocational preparation (SVP) level, 2024**



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

**Chart 2. Percentage of sales and related workers with outdoor exposure and duration, 2024**



Note: Striped bars represent range estimates where precise value is unpublished.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.

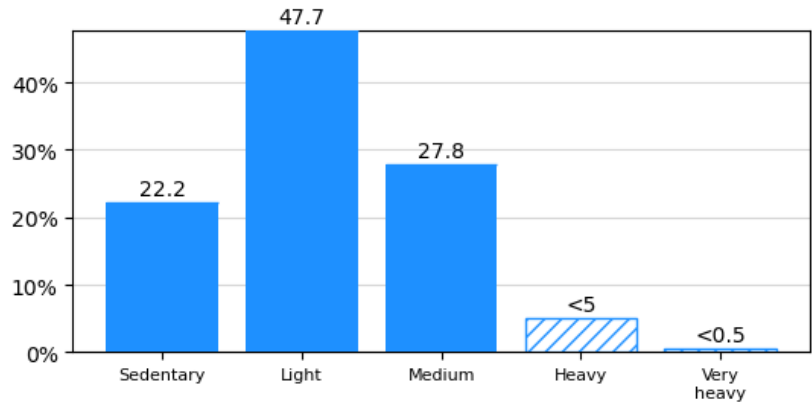
In 2024, a quiet noise exposure was present for 12.6 percent of sales and related workers. Another 86.8 percent were exposed to moderate noise, 0.6 percent were exposed to loud noise, and less than 0.5 percent to very loud noise. Personal protective equipment (PPE) was used by 1.1 percent of workers to mitigate noise exposure, and was not used by 98.9 percent.

## 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 2024, reaching at or below the shoulder was required for 76.0 percent of sales and related workers and was not required for 24.0 percent. For less than 10 percent of workers, reaching at or below the shoulder was seldom performed, for 53.6 percent reaching at or below the shoulder occurred occasionally, 14.1 percent frequently, and for less than 5 percent reaching at or below the shoulder occurred constantly.

**Chart 3. Percentage of sales and related workers by strength level requirements, 2024**



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

Performing work in low postures was required for 61.9 percent of sales and related workers and was not required for 38.1 percent.

The choice to sit or stand when performing critical tasks was available to 29.4 percent of sales and related workers. On average, workers spent 33.5 percent of the workday sitting and 66.5 percent of the workday standing.

**Table 2. Percentage of sales and related workers with physical demands, 2024**

Requirement	Yes	No
Choice of sitting or standing	29.4	70.6
Climbing structure-related ramps or stairs	9.2	90.8
Driving	25.2	74.8

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