Careers in manufacturing:

recreational vehicles

Sales

Recreational vehicle sales requires specialised knowledge not only of the available range of recreational vehicle models and accessories but of the legal requirements associated with weight, towing and vehicle capacity.

Sales may be for a new recreational vehicle, a second-hand/refurbished recreational vehicle or spare parts and accessories. In some cases selling of the recreational vehicle may also include possible modifications which could be made to the recreational vehicle.

Sales occupations within the recreational vehicles sector include:
- Recreational vehicle and accessories salesperson
- Recreational vehicles assistant sales manager.

Recreational vehicle and accessories salesperson

Recreational vehicle and accessories salespersons sell motor vehicles, boats, caravans, earthmoving equipment, vehicle accessories and parts in retail and wholesale establishments.

Tasks include:
- determining customer requirements and advising on product range, price, delivery, warranties and product use and care
- showing vehicles to customers and test driving vehicles with customers
- selling motor vehicles and vehicle products, such as parts, tyres, lubricating oils, batteries, car stereos and alarms

- taking sales orders and preparing contracts of sale
- receiving orders for parts
- searching lists of parts and accessories to identify part numbers, price and availability.

Relevant qualification:
- Certificate III in Recreational Vehicle and Accessories Retailing

Recreational vehicles assistant sales manager

Recreational vehicles assistant sales managers supervise the selling of recreational vehicles and accessories within a retail outlet. They lead sales teams and provide supervision of people in the sale of motor homes, caravans, camper trailers, slide-ons and fifth wheelers.

Relevant qualification:
- Certificate IV in Recreational Vehicle and Accessories Retailing

This information sheet has been produced with assistance from the Australian Government.