



# Driver/Sales Workers

**Also called:** Driver, Driver Salesman, Route Driver, Route Salesman

## What they do:

Drive truck or other vehicle over established routes or within an established territory and sell or deliver goods, such as food products, including restaurant take-out items, or pick up or deliver items such as commercial laundry. May also take orders, collect payment, or stock merchandise at point of delivery.

## On the job, you would:

- Drive trucks to deliver such items as food, medical supplies, or newspapers.
- Inform regular customers of new products or services and price changes.
- Record sales or delivery information on daily sales or delivery record.

## KNOWLEDGE

### Business

- customer service
- management

### Manufactured or Agricultural Goods

- food production

### Arts and Humanities

- English language

### Transportation

- movement of people or goods by air, rail, sea, or road

## SKILLS

### Basic Skills

- listening to others, not interrupting, and asking good questions
- talking to others

### Problem Solving

- noticing a problem and figuring out the best way to solve it

## ABILITIES

### Verbal

- communicate by speaking
- listen and understand what people say

## Hand and Finger Use

- keep your arm or hand steady
- put together small parts with your fingers

# PERSONALITY

People interested in this work like activities that include **practical, hands-on** problems and solutions.

They do well at jobs that need:

- **Dependability**
- **Integrity**
- **Cooperation**
- **Stress Tolerance**
- **Self Control**
- **Adaptability/Flexibility**

# TECHNOLOGY

You might use software like this on the job:

## Spreadsheet software

- Microsoft Excel 🔥

## Data base user interface and query software

- MobiTech Systems Route Sales Trakker
- Soft Essentials Vending Essentials

## Map creation software

- GEOCOMtms A.Maze Planning
- Route planning software

# EDUCATION



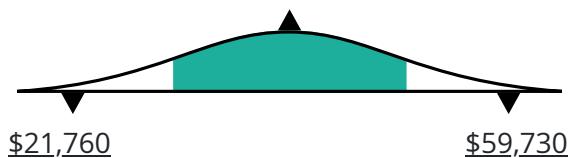
**high school diploma/GED or  
no high school diploma/GED**

usually needed

# JOB OUTLOOK



New job opportunities are **very likely** in the future.

**Bright****SALARY: \$37,130**

## EXPLORE MORE

- [Counter & Rental Clerks](#)
- [Couriers & Messengers](#)
- [Door-to-Door Sales Workers, News & Street Vendors, & Related Workers](#)
- [Light Truck Drivers](#)
- [Shipping, Receiving, & Inventory Clerks](#)

You might like a career in one of these industries:

- [Hotel & Food](#)
- [Wholesale/Commercial Sales](#)
- [Retail](#)