



Updating ANZSCO

Reflecting a modern Australian labour market



Retail trade

ANZSCO Comprehensive Review

Australian Bureau of Statistics

17/6/2024

ANZSCO [Preliminary] Proposed Changes

Version 1.0



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Essential Notes

The Australian and New Zealand Statistical Classification of Occupations (ANZSCO) describes all occupations for the Australian and New Zealand labour market.

The ABS has undertaken a comprehensive review of the Australian and New Zealand Standard Classification of Occupations (ANZSCO) to reflect the contemporary labour market and better meet stakeholders' needs. Public consultation rounds were held across 2023, with each round targeting selected occupations grouped by focus area.

Statistics New Zealand (Stats NZ) have elected not to participate in the current review and therefore occupation changes have only been considered in respect of the Australian labour market.

Updates to document

This document has been updated based on stakeholder feedback and further research. Minor updates have been made to a handful of occupations. The format of the document has also been updated to improve usability based on feedback received. A preliminary proposed changes document has been created for each of the 43 focus areas. Focus areas were designed to group occupations for consultation purposes only and will not be present in the classification structure.

The preliminary proposed changes presented do not include the full scope of not elsewhere classified categories (nec). Exclusion statements are incomplete and do not reference specific occupation locations within the classification. Outstanding nec categories, exclusion statements and final tweaks to occupations are currently being finalised in preparation for the release of the draft proposed classification in July on the ABS website. The July release will provide users with an opportunity to provide feedback on the structure of the proposed changes, before finalising the update for release by December 2024. These preliminary proposed changes documents are for information only.

Task lists

ABS recognises the potential of Artificial Intelligence (AI) to enhance our operations and efficiency. To this end, we have employed AI to assist in the creation of initial task lists. However, human experts are responsible for the final content, and AI serves as a tool, not a decision-maker. We value stakeholder input and incorporate it into our editing process placing importance on stakeholder submissions and other relevant research contributions.

Learn more about ANZSCO and the review at [Updating ANZSCO | Australian Bureau of Statistics \(abs.gov.au\)](https://abs.gov.au/anzsco)

Occupations in the Retail trade focus area include:

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About the focus area

The Retail trade focus area covers occupations which require specialised knowledge and skills to:

- organise and control the operations of establishments which provide retail services
- represent companies to sell their goods and business services to wholesale and retail establishments
- sell motor vehicles, boats, caravans, earthmoving equipment, vehicle accessories and parts in retail and wholesale establishments
- sells goods and services on established routes, door-to-door, and at street or market locations
- operate cash registers and receive payments from customers, issue receipts and return change due
- wear and display clothing and accessories and pose for art and photography, and demonstrate goods at commercial premises, exhibitions and private homes
- select, value and buy goods for resale in retail establishments
- sell tickets and make reservations for services such as travel and admission to venues, or on transport vehicles.

Summary of consultation

Stakeholder feedback emphasised the need to address gaps within the Retail trade focus area and update occupations to reflect industry changes.

Sales occupations underwent significant revisions, with updated descriptions covering diverse retail products and settings, while also acknowledging the impact of e-commerce on retail jobs. Additionally, some occupations were retired, and others were merged due to reduced relevance in the current labour market. New occupations were also created to enhance visibility of diverse job roles within the focus area.

142111 Retail Manager (General)

Existing

142111 Retail Manager (General)

Alternative Titles:

- Retail Store Manager
- Shop Manager

Organises and controls the operations of a retail trading establishment.

Retail Pharmacists are excluded from this occupation. Retail Pharmacists are included in Unit Group 2515 Pharmacists, in Occupation 251513 Retail Pharmacist.

Skill Level: 2

Specialisations:

- Fast Food Manager
- Newsagent
- Retail Bakery Manager

Proposed

142117 Retail Manager (General)

Alternative Titles:

- Retail Store Manager
- Shop Manager

Organises and controls the operations of a general retail trading establishment.

Community Pharmacists and Fast Food Managers are excluded from this occupation.

Skill Level: 2

Main Tasks:

- Manages the daily operations of retail establishments
- Manages and supervises staff, including hiring, rostering, training and performance evaluation
- Develops and implements policies and procedures to ensure efficient and effective operations
- Monitors and analyses sales and financial data
- Manages retail establishment finances including budgeting and financial reporting
- Develops and maintains relationships with suppliers and negotiates contracts and pricing
- Implements marketing and promotional activities to attract and retain customers
- Resolves customer complaints and ensures high levels of customer satisfaction

Specialisations:

- Clothing Store Manager
- Hardware Store Manager
- Liquor Store Manager
- Newsagent
- Pharmacy Store Manager
- Retail Bakery Manager
- Service Station Manager
- Supermarket Manager

142112 Antique Dealer

Existing	Proposed
<p>142112 Antique Dealer</p> <p>Buys and sells antiques such as furniture, art, jewellery and china. May also clean, restore and value antiques.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p>	<p>142112 Antique Dealer</p> <p>Organises and controls the operations of an antiques business, including buying and selling antiques, such as furniture, art, jewellery, and china.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Manages the daily operations of an antiques business• Sources and acquires antiques, such as furniture, art, jewellery, and china for sale• Inspects and evaluates the condition and authenticity of antiques• Researches and appraises antiques to determine their market value• Implements marketing and promotional activities to attract customers through various channels, such as online platforms, auctions, and fairs• Provides expert advice and information to clients regarding the history, origin, and value of antiques• Negotiates and finalises the purchase and sale of antiques with clients• Manages business finances, including budgeting and financial reporting• May clean and restore antiques to enhance their appearance and value

142113 Betting Agency Manager

Existing	Proposed
<p>142113 Betting Agency Manager</p> <p>Organises and controls the operations of a branch of a betting agency.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p>	<p>142113 Betting Agency Manager</p> <p>Organises and controls the operations of a branch of a betting agency.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Oversees the day-to-day operations of the betting agency branch• Manages and supervises staff, including recruitment, training, and performance evaluation• Monitors and analyses betting trends and customer preferences• Develops and implements strategies to attract and retain customers• Monitors and intervenes to ensure gamblers are gambling responsibly• Manages financial transactions

142114 Hair or Beauty Salon Manager

Existing	Proposed
<p>142114 Hair or Beauty Salon Manager</p> <p>Organises and controls the operations of a hairdressing or beauty salon.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p>	<p>142114 Hair or Beauty Salon Manager</p> <p>Organises and controls the operations of a hairdressing or beauty salon.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Plans and coordinates the daily operations of a hair or beauty salon• Manages salon budget, and develops and implements strategies to attract and retain clients• Manages and supervises salon staff, including hiring, training and scheduling• Oversees the provision of hair or beauty services to clients• Monitors and maintains inventory of salon supplies and products• Collaborates with suppliers and vendors to source salon products and equipment

142115 Post Office Manager

Existing	Proposed
<p>142115 Post Office Manager</p> <p>Organises and controls the operations of a post office.</p> <p>Skill Level: 2</p>	<p>142115 Post Office Manager</p> <p>Organises and controls the operations of a post office.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Manages the day-to-day operations of a post office• Oversees mail and parcel delivery and collection• Ensures compliance with postal and occupational health and safety regulations• Manages staff in a post office• Provides postal and retail services to customers• Responds to customer enquiries and resolves issues• Monitors postal supplies and equipment inventories• Prepares financial reports and manages budgets

142116 Travel Agency Manager

Existing	Proposed
<p>142116 Travel Agency Manager</p> <p>Organises and controls the operations of a travel agency.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p>	<p>142116 Travel Agency Manager</p> <p>Organises and controls the operations of a travel agency.</p> <p>Registration or licensing may be required.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Manages and oversees daily operations of a travel agency• Manages financial aspects of a travel agency, including budgeting, invoicing and financial reporting• Establishes and maintains relationships with suppliers, such as airlines, hotels and tour operators• Negotiates contracts and agreements with suppliers to ensure competitive pricing• Provides travel advice and assistance to clients, including booking flights, accommodation and tours• Implements marketing activities to attract customers to business• Resolves customer complaints and queries• Monitors and evaluates the performance of staff and provides feedback, training and guidance

611311 Sales Representative (Building and Plumbing Supplies)

Existing	Proposed
<p>611311 Sales Representative (Building and Plumbing Supplies)</p> <p>Represents their company in selling builders' timber, and building and plumbing hardware and supplies to wholesale and retail establishments.</p> <p>Skill Level: 4</p>	<p>611311 Sales Representative (Building and Plumbing Supplies)</p> <p>Represents their company in selling builders' timber, and building and plumbing hardware and supplies to wholesale and retail establishments.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Identifies potential customers and generates leads for builders' timber, building and plumbing hardware and supplies• Contacts wholesale and retail establishments to promote and sell builders' timber, building and plumbing supplies• Demonstrates and explains the features and benefits of products to customers, retailers and wholesalers• Provides advice and recommendations to customers on the appropriate builders' timber, building and plumbing supplies for their needs• Prepares and presents quotes and proposals to customers, retailers and wholesalers, negotiating terms and conditions of sale• Processes orders and ensures timely delivery of builders' timber, building and plumbing supplies to customers, retailers and wholesalers• Builds and maintains relationships with retailers and wholesalers, providing ongoing support and assistance• Prepares sales reports and forecasts for management

611312 Sales Representative (Business Services)

Existing	Proposed
<p>611312 Sales Representative (Business Services)</p> <p>Represents their company in selling financial, advertising and other business services.</p> <p>Skill Level: 4</p> <p>Specialisations:</p> <ul style="list-style-type: none">• Sales Representative (Advertising)• Sales Representative (Printing)	<p>611312 Sales Representative (Business Services)</p> <p>Represents their company in selling financial, advertising, marketing, media and other business services.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Identifies potential clients and generates leads for selling business services• Uses customer relationship management tools to manage all of their company's relationships and interactions with clients and potential clients• Presents and promotes financial, advertising, marketing, media and other business services to clients• Monitors and reports on sales activities and achievements• Negotiates and closes sales deals with clients• Builds and maintains relationships with clients regarding business services• Collaborates with internal teams to ensure client satisfaction and successful delivery of business services• Provides ongoing support and assistance to clients regarding business services <p>Specialisations:</p> <ul style="list-style-type: none">• Sales Representative (Advertising)• Sales Representative (Marketing)• Sales Representative (Media)• Sales Representative (Printing)

611313 Sales Representative (Motor Vehicle Parts and Accessories)

Existing	Proposed
<p>611313 Sales Representative (Motor Vehicle Parts and Accessories)</p> <p>Represents their company in selling motor vehicle parts and accessories to wholesale and retail establishments.</p> <p>Skill Level: 4</p>	<p>611313 Sales Representative (Motor Vehicle Parts and Accessories)</p> <p>Represents their company in selling motor vehicle parts and accessories to wholesale and retail establishments.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Identifies potential customers and contacts wholesale and retail establishments• Presents and demonstrates motor vehicle parts and accessories to customers• Provides information and advice to customers on the features and benefits of different parts and accessories• Prepares and delivers sales presentations and proposals to potential customers• Negotiates and finalises sales agreements with customers• Attends trade shows and industry events to promote products and generate leads• Maintains accurate records of sales activities and customer interactions

611314 Sales Representative (Personal and Household Goods)

Existing	Proposed
<p>611314 Sales Representative (Personal and Household Goods)</p> <p>Represents their company in selling consumer goods, such as toys, sporting goods, books, stationery, hardware, floor coverings, furniture, textiles, clothing, footwear, toiletries and groceries, to wholesale and retail establishments.</p> <p>Skill Level: 4</p>	<p>611314 Sales Representative (Personal and Household Goods)</p> <p>Represents their company in selling consumer goods, such as toys, sporting goods, books, stationery, hardware, floor coverings, electrical goods, furniture, textiles, clothing, footwear, toiletries, groceries, fruit and vegetables and wine to wholesale and retail establishments.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Identifies potential customers and makes sales calls to establish new accounts• Uses customer relationship management tools to manage all of their company's relationships and interactions with customers and potential customers• Presents and demonstrates personal and household products to potential customers• Provides information and advice to customers on the features and benefits of different personal and household consumer goods• Negotiates sales contracts and terms with customers• Follows up with customers to ensure satisfaction and resolve any issues• Builds and maintains relationships with key customers• Monitors market trends and competitor activity• Prepares sales reports and forecasts for management• Attends trade shows and sales events to promote products <p>Specialisations:</p> <ul style="list-style-type: none">• Sales Representative (Electrical Goods)• Sales Representative (Fruit and Vegetables)• Sales Representative (Furniture)• Sales Representative (Wine)

621111 Sales Assistant (General)

Existing	Proposed
<p>621111 Sales Assistant (General)</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Retail Sales Assistant <p>Sells goods and services, such as food, clothing, hardware, household appliances, office supplies and cosmetics, in a retail or wholesale establishment.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none">• Clothing Sales Assistant• Cosmetic Sales Assistant• Fast Food Sales Assistant• Hardware Sales Assistant	<p>621111 Sales Assistant (General)</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Retail Sales Assistant <p>Sells goods and services, such as food, clothing, hardware, household appliances, office supplies and cosmetics, in a retail or wholesale establishment.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Greets and assists customers in selecting and purchasing goods and services• Provides information and advice on products to customers• Processes sales transactions and handles payments including the use of point of sale software• Replenishes and maintains stock levels• Handles customer enquiries, complaints, and returns professionally• Upsells products and services• Maintains a clean and tidy sales area <p>Specialisations:</p> <ul style="list-style-type: none">• Cellar Door Attendant• Clothing Store Sales Assistant• Cosmetics Sales Assistant• Fast Food Sales Assistant• Furniture Store Sales Assistant• Hardware Store Sales Assistant• Liquor Store Sales Assistant• Supermarket Sales Assistant

621211 ICT Sales Assistant

Existing	Proposed
<p>621211 ICT Sales Assistant</p> <p>Sells computing and telecommunications related goods and services in a retail or wholesale establishment.</p> <p>Skill Level: 5</p> <p>Specialisation:</p> <ul style="list-style-type: none">• Mobile Phone Salesperson	<p>621211 ICT Sales Assistant</p> <p>Sells computing and telecommunications related goods and services in a retail or wholesale establishment.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Assists customers in selecting and purchasing computing and telecommunications products• Provides information and advice on the features and benefits of different computing and telecommunications products• Demonstrates the use of computing and telecommunications products to customers• Processes sales transactions and handles cash and credit card payments• Maintains knowledge of current and upcoming computing and telecommunications products and technologies• Tracks online stock levels, stocks and replenishes computing and telecommunications products on the sales floor• Handles customer enquiries and resolves issues or complaints• Maintains accurate records of sales and customer interactions <p>Specialisations:</p> <ul style="list-style-type: none">• Computer Hardware Salesperson• Software Salesperson• Telecommunications Equipment Salesperson

621311 Motor Vehicle or Caravan Salesperson

Existing	Proposed
<p>621311 Motor Vehicle or Caravan Salesperson</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Motor Vehicle Salesperson <p>Sells new and used motor cars, motorcycles, trucks, boats, caravans and earthmoving equipment in a retail or wholesale establishment.</p> <p>Skill Level: 4</p> <p>Specialisation:</p> <ul style="list-style-type: none">• Fleet Salesperson	<p>621311 Motor Vehicle or Caravan Salesperson</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Motor Vehicle Salesperson <p>Sells new and used motor cars, motorcycles, trucks, boats, caravans and earthmoving equipment in a retail or wholesale establishment.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Greets customers and assists them in selecting suitable vehicles or equipment• Demonstrates the features and benefits of different vehicles or equipment to customers• Provides information on pricing, financing options and warranties• Negotiates and finalises sales agreements with customers• Processes paperwork and arranges for the delivery of vehicles or equipment <p>Specialisation:</p> <ul style="list-style-type: none">• Fleet Salesperson

621312 Motor Vehicle Parts Interpreter / Automotive Parts Salesperson

Existing	Proposed
<p>621312 Motor Vehicle Parts Interpreter / Automotive Parts Salesperson</p> <p>Alternative Title:</p> <ul style="list-style-type: none">Automotive Parts Interpreter <p>Sells motor vehicle accessories and parts in a retail or wholesale establishment.</p> <p>Skill Level: 4</p>	<p>621312 Motor Vehicle Parts Interpreter</p> <p>Alternative Title:</p> <ul style="list-style-type: none">Automotive Parts Salesperson <p>Sells motor vehicle accessories and parts in a retail or wholesale establishment.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">Assists customers in identifying and selecting appropriate motor vehicle accessories and partsProvides information and advice to customers on the features and benefits of different motor vehicle accessories and partsProcesses customer orders and arranges for the delivery or pickup of motor vehicle accessories and partsMaintains and updates inventory records of motor vehicle accessories and parts using online stock management systems and databasesReceives and inspects incoming shipments of motor vehicle accessories and partsStocks and displays motor vehicle accessories and parts in a neat and organised mannerAssists with pricing and promotional activities for motor vehicle accessories and partsHandles customer enquiries and resolves any issues or complaints related to motor vehicle accessories and partsKeeps up-to-date with new motor vehicle accessories and parts and informs customers of available optionsCollaborates with colleagues and suppliers to ensure a smooth and efficient operation of the motor vehicle accessories and parts department <p>Specialisations:</p> <ul style="list-style-type: none">Truck Parts InterpreterTyre Salesperson

621511 Retail Supervisor

Existing	Proposed
<p>621511 Retail Supervisor</p> <p>Alternative Titles:</p> <ul style="list-style-type: none">• Checkout Supervisor• Sales Department Supervisor <p>Supervises and coordinates the activities of retail sales workers.</p> <p>Skill Level: 4</p>	<p>621511 Retail Supervisor</p> <p>Alternative Titles:</p> <ul style="list-style-type: none">• Checkout Supervisor• Retail Assistant Manager <p>Supervises and coordinates the activities of retail sales workers.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Assigns tasks and responsibilities to retail sales workers and monitors and evaluates their performance• Ensures revenue matches the recorded sales to maintain accurate financial records and prevent losses• Resolves customer complaints and issues• Manages inventory and ensures stock levels are maintained• Implements strategies to increase sales and achieve targets• Oversees the merchandising and display of products• Assists Retail Managers with business development, preparing performance reports, administration, store presentation, stock management and team member coaching and training <p>Specialisations:</p> <ul style="list-style-type: none">• Liquor Store Supervisor• Retail Bakery Supervisor• Supermarket Supervisor

621611 Service Station Attendant

Existing	Proposed
<p>621611 Service Station Attendant</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Driveway Attendant <p>Sells fuel, lubricants and other automotive accessories, and performs minor maintenance on motor vehicles at a service station.</p> <p>Skill Level: 5</p>	<p>621612 Service Station Attendant</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Petrol Station Attendant <p>Sells fuel, lubricants, other automotive accessories, food and drink at a service station.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Serves customers by selling fuel, automotive products, food and drink• Collects payment from customers and provides receipts• Checks and maintains fuel pumps and other equipment at the service station• Cleans and maintains the service station premises, including restrooms and convenience store area• Stocks and replenishes automotive products, food and accessories in the service station store• Monitors inventory levels and places orders for additional products as needed• Provides information and assistance to customers regarding fuel types, prices and promotions• Ensures compliance with safety and environmental regulations at the service station

621711 Cash Van Salesperson

Existing	Proposed
<p>621711 Cash Van Salesperson</p> <p>Drives a van or light truck on established routes to sell goods and services.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none">• Ice-cream Van Vendor• Milk Vendor	<p>Retire occupation and merge residual with proposed occupation; 621714 Street Vendor</p>

621712 Door-to-door Salesperson

Existing	Proposed
<p>621712 Door-to-door Salesperson</p> <p>Sells goods or services door-to-door.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none">• Door-to-door Fundraising Collector• Party Plan Salesperson	<p>621712 Door-to-door Salesperson</p> <p>Sells goods or services door-to-door.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Identifies potential customers in designated areas• Demonstrates and explains products, features and services• Addresses customer questions and concerns• Processes orders and payments• Follows up with customers to ensure their satisfaction• Keeps records of sales and interactions• Attends sales meetings and training sessions• Collaborates with team members to achieve sales targets <p>Specialisations:</p> <ul style="list-style-type: none">• Door-to-door Fundraising Collector• Party Plan Salesperson

621713 Street Vendor

Existing	Proposed
<p>621713 Street Vendor</p> <p>Sells goods or services to customers at a street or market location.</p> <p>Skill Level: 5</p> <p>Specialisation:</p> <ul style="list-style-type: none">• Market Stall Vendor	<p>621714 Street Vendor</p> <p>Sells goods or services to customers at a street or market location.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Sets up and arranges goods, or prepares food, for sale at a street or market location• Advertises and promotes products to attract customers• Demonstrates and explains the features and benefits of products to customers• Maintains inventory levels and restocks products as needed• Keeps records of sales and inventory for reporting purposes• Follows health and safety regulations and maintains a clean and hygienic work environment <p>Specialisations:</p> <ul style="list-style-type: none">• Coffee Van Vendor• Food Truck Operator• Market Stall Vendor

621911 Materials Recycler

Existing	Proposed
<p>621911 Materials Recycler</p> <p>Alternative Title:</p> <ul style="list-style-type: none">Scrap Materials Buyer <p>Salvages materials from industrial, commercial and private establishments for resale.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none">Automotive DismantlerBottle DealerWaste Recycler	<p>621911 Materials Recycler</p> <p>Alternative Title:</p> <ul style="list-style-type: none">Scrap Materials Buyer <p>Salvages materials from industrial, commercial and private establishments for resale.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">Identifies, collects and assesses quality of recyclable materials from industrial, commercial and private establishmentsSorts and separates recyclable materials according to type and qualityCleans and prepares recyclable materials for resaleDetermines the market value of recyclable materials and negotiates prices with buyersMaintains records of materials collected, processed and soldImplements and maintains recycling programs in collaboration with local authorities and businesses <p>Specialisations:</p> <ul style="list-style-type: none">Automotive DismantlerBottle DealerWaste Recycler

621912 Rental Salesperson

Existing	Proposed
<p>621912 Rental Salesperson</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Rental Clerk <p>Rents goods and equipment to individuals and businesses.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none">• Car Rental Sales Assistant• Industrial Hire Sales Assistant• Video Library Assistant	<p>621912 Rental Salesperson</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Rental Sales Agent <p>Rents goods and equipment to individuals and businesses.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Assesses rental needs of individuals and businesses• Checks prices and provides information and advice on available rental options• Prepares rental agreements and contracts• Inspects and maintains rental goods and equipment• Demonstrates the use and operation of rental goods and equipment• Processes rental payments and manages rental accounts• Resolves customer complaints and issues related to rentals• Uses business systems to coordinate delivery times and pickup of rental goods and equipment• Monitors rental inventory and restocks as necessary• Keeps records of rental transactions and maintains rental database <p>Specialisations:</p> <ul style="list-style-type: none">• Car Rental Sales Assistant• Ski Equipment Hire Sales Assistant

631111 Checkout Operator

Existing	Proposed
<p>631111 Checkout Operator</p> <p>Operates cash registers and receives payments for goods purchased by customers.</p> <p>Skill Level: 5</p> <p>Specialisation:</p> <ul style="list-style-type: none">• Service Station Console Operator	<p>631113 Checkout Operator</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Cashier <p>Operates cash registers and point of sale systems to receive payments for goods purchased by customers.</p> <p>Service Station Console Operators, Office Cashiers and Cash Processors are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Operates cash registers and point of sale systems in an establishment that sells goods or services• Handles cash and digital transactions, calculates and provides correct change to customers, following all cash handling and security procedures• Scans and processes items for purchase and ensures that all items are properly scanned and priced• Assists customers with bagging and packing their purchases• Answers customer enquiries and provides information about products and services• Maintains cleanliness and organisation of checkout area• Escalates customer complaints or issues regarding payments or transactions to appropriate personnel• Compares recorded sales with the cash in the register and total digital transactions, reporting any discrepancies to a supervisor

631112 Office Cashier

Existing	Proposed
<p>631112 Office Cashier</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Cashier <p>Receives payments from customers, issues receipts, returns change due, and meets the public and explains charging and billing policy.</p> <p>Skill Level: 5</p>	<p>Retire occupation and merge residual with proposed occupations; nec category (not yet finalised); 631113 Checkout Operator; 899712 Gaming Attendant</p>

639111 Model

Existing	Proposed
<p>639111 Model</p> <p>Wears and displays clothing and accessories, and poses for photographs, paintings, sculptures and other types of art.</p> <p>Skill Level: 5</p>	<p>639111 Model</p> <p>Wears and displays clothing and accessories, and poses for photographs, paintings, sculptures and other types of art.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Prepares for photoshoots, runways and other events by researching and understanding the design concept and desired look• Takes creative direction from photographers and art directors• Poses in various positions and angles to capture the desired image• Expresses emotions and conveys a specific mood or message through facial expressions and body language• Showcases clothing and accessories in a professional and appealing manner• Collaborates with artists, photographers, designers and stylists to achieve the desired look for photoshoots or events

639112 Sales Demonstrator

Existing	Proposed
<p>639112 Sales Demonstrator</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Merchandiser <p>Displays and demonstrates goods at commercial premises, exhibitions and private homes.</p> <p>Skill Level: 5</p>	<p>639112 Sales Demonstrator</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Merchandiser <p>Displays and demonstrates goods at commercial premises, exhibitions and private homes.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Sets up displays of products at commercial premises, exhibitions, and private homes• Demonstrates the features and benefits of goods to potential customers• Explains specifications, pricing, and warranty information to customers• Offers samples, pamphlets and catalogues advertising goods for sale to customers• Takes orders and payments from customers or directs customers to sales counters• Maintains inventory of demonstration materials and ensures they are in good working condition

639211 Retail Buyer

Existing	Proposed	
<p>639211 Retail Buyer</p> <p>Selects and buys goods for resale in a retail establishment.</p> <p>Skill Level: 3</p> <p>Specialisation:</p> <ul style="list-style-type: none"> • Merchandise Planner 	<p>639213 Merchandise Planner</p> <p>Plans, organises and controls merchandise by analysing sales data and market trends to forecast product demand.</p> <p>Skill Level: 2</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Analyses sales data and market trends to create merchandise plans on forecast product demand • Manages financial planning, forecasting, and open-to-buy budgets • Collaborates with buying and marketing teams to develop and manage product assortments and promotional strategies based on market analysis and financial planning • Manages inventory across stores to ensure optimal stock levels, minimise excess inventory and prevent stockouts • Monitors sales performance and adjusts merchandise plans as needed • Conducts financial analysis to track profitability and make recommendations for improvement 	<p>639214 Retail Buyer</p> <p>Selects and buys goods for resale in a retail establishment.</p> <p>Skill Level: 3</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Sources and evaluates potential suppliers and negotiates contracts and terms of trade • Reviews and assesses supplier performance and reports any issues or disputes • Monitors inventory levels, pricing and delivery times using business relevant software or systems and adjusts purchasing decisions accordingly • Develops and maintains relationships with suppliers and attends trade shows and industry events • Collaborates with marketing and sales teams to develop promotional strategies and campaigns • Reviews and evaluates product quality and ensures compliance with industry standards and regulations • Prepares and presents reports on purchasing activities and performance to management

639212 Wool Buyer

Existing	Proposed
639212 Wool Buyer Values and buys wool sold by wool growers. Skill Level: 3	Retire occupation and merge residual with proposed occupation; 639999 Sales Support Workers nec

639311 Telemarketer

Existing	Proposed
<p>639311 Telemarketer</p> <p>Telephones existing and prospective customers to promote goods and services, and obtain sales or arrange sales visits. May work in a call centre.</p> <p>Skill Level: 5</p>	<p>639311 Telemarketer</p> <p>Telephones existing and prospective customers to promote goods and services, and obtain sales or arrange sales visits.</p> <p>Call or Contact Centre Operators are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Makes outbound calls to existing and potential customers to promote products and services• Adheres to scripts and guidelines to provide information about products and services to customers over the phone• Maintains a high level of product knowledge to effectively communicate with customers• Persuades customers to purchase products or arrange sales visits, and handles customer objections by providing solutions or alternatives• Records customer details and sales information accurately and follows up with customers to ensure customer satisfaction and repeat business• Arranges despatch of goods and services, information kits and brochures to customers• Arranges appointments for customers and sales representatives adhering to availability• Achieves sales targets and meets performance metrics

Existing	Proposed		
<p>639411 Ticket Seller</p> <p>Sells tickets and makes reservations for services such as travel and admission to sporting and entertainment venues. May take tickets, issue boarding passes, or assist in the use of self-check systems. May work in a call centre.</p> <p>Skill Level: 5</p> <p>Specialisations:</p> <ul style="list-style-type: none"> • Booking Clerk • Check-in Agent • Reservations Clerk 	<p>451712 Airline Customer Support Worker</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> • Passenger Services Agent <p>Assists customers at an airport with check in, flight delays and general queries.</p> <p>Flight Attendants are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Assists passengers with ticketing, check in and directions • Rebooks flights for customers that are unexpectedly cancelled or delayed • Assists unaccompanied minors and guests with special needs to traverse the airport • Ensures the maintenance of public areas and the safety of customers by reporting incidents 	<p>639413 Entertainment Venue Attendant</p> <p>Assists customers in an entertainment venue such as a cinema, theatre, sporting venue or amusement park.</p> <p>Gaming Attendants are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Sells and verifies tickets or passes at entertainment venues • Provides information to customers regarding locations, timing of services and established bookings • Assists with setting up signage, seating arrangements, and equipment at the venue • Assists customers in using automated ticketing systems and provides guidance when needed • Assists customers with finding their seats or designated areas • Handles any issues or complaints from customers and escalates them as appropriate 	<p>639414 Reservations Agent</p> <p>Provides booking or reservation services to customers for travel, accommodation or events. May work in a call centre.</p> <p>Travel Agents are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Consults with customers regarding availability for reservations, including for accommodation, travel, sporting events and restaurants • Makes bookings or reservations on behalf of customers and provides confirmation • Maintains accurate records of bookings or reservations and liaises with other service providers to ensure efficient delivery of reservation information • Processes payments and issues receipts or invoices to customers • Handles customer queries and complaints and provides information to customers regarding cancellation or refund policies

- Reports unattended luggage or suspicious persons
- Responds to passenger enquiries and resolves complaints

Specialisation:

- Check in Agent

- Monitors the behaviour and conduct of customers during events and assists in crowd control and emergency evacuation if necessary
- Assists to clean and secure the premises after an event
- May sell food, drink or merchandise at an entertainment venue

Specialisations:

- Cinema Worker
- Entertainment Ticket Seller
- Gatekeeper
- Theatre Attendant
- Usher

Specialisation:

- Booking Agent

639412 Transport Conductor

Existing	Proposed
<p>639412 Transport Conductor</p> <p>Collects fares and issues tickets on a transport vehicle.</p> <p>Skill Level: 5</p>	<p>599522 Rail Guard or Conductor</p> <p>Maintains passenger safety on trains and in railway stations, and checks passenger tickets for train travel.</p> <p>Railways Assistants are excluded from this occupation.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Ensures safe and efficient boarding and disembarking of passengers from trains• Controls crowd movements and ensures the safety of passengers around a railway station• Monitors ticket barriers• Announces the arrival and departure of train services• Assists passengers with information regarding train schedules, delays and any disruptions to services• May check and sell tickets on regional and long-haul services

639511 Visual Merchandiser

Existing	Proposed	
<p>639511 Visual Merchandiser</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> Window Dresser <p>Plans and installs internal, window and fixed displays to show goods to their best advantage.</p> <p>Skill Level: 4</p>	<p>639512 Fashion Stylist</p> <p>Assembles outfits for individuals or brands according to business needs or personal tastes.</p> <p>Fashion Designers are excluded from this occupation.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> Assembles outfits with different garments and accessories according to specifications and personal aesthetics for clients or models Consults with clients and designers to develop concept boards and style portfolios Researches fabrics, clothing construction and fashion accessories to ensure assembled outfits are suitable for client or brand ideals Sources garments and accessories from designers or retailers Coordinates and styles outfits for fashion shoots, events, or personal appearances Collaborates with photographers, makeup artists, and hairstylists to create cohesive looks Maintains understanding of current and developing fashion trends and applies trends to styling 	<p>639513 Visual Merchandiser</p> <p>Plans and installs internal, window and fixed displays to show goods to their best advantage.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> Designs and creates visual displays to optimise product visibility and overall customer engagement Collaborates with marketing and sales teams to develop display concepts Selects and arranges props, lighting, and signage to enhance displays Installs and maintains displays, ensuring they are visually appealing and in line with brand guidelines Conducts market research to stay updated on current trends and competitor displays Trains and guides store staff on maintaining and updating displays May use digital systems (planograms) and 3D models to develop and install visual displays <p>Specialisation:</p> <ul style="list-style-type: none"> Retail Planogram Designer

639911 Other Sales Support Worker

Existing	Proposed	
<p>639911 Other Sales Support Worker</p> <p>This occupation group covers Sales Support Workers not elsewhere classified.</p> <p>Skill Level: 4</p> <p>Specialisations:</p> <ul style="list-style-type: none"> • Mystery Shopper • Personal Shopper 	<p>639912 Personal Shopper</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> • Online Shopper <p>Receives orders from customers and selects goods to fill orders, preparing them for pick up or delivery to customers.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> • Receives customer orders or specifications via appointment, phone or online • Reviews orders and selects appropriate goods from a retail establishment or wholesaler • Assesses chosen products for quality • Packages goods to prepare for delivery or pickup • Reports unsatisfactory and out of stock goods and selects substitutions • Adheres to a specified budget and records amount owed by customer for later transaction or verifies successful online payment 	<p>639999 Sales Support Workers nec</p> <p>This occupation comprises Sales Support Workers not elsewhere classified.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Auction Assistant • Mystery Shopper • Print Broker • Wholesaler Buyer • Wool Buyer <p>Skill Level: 4</p>

891211 Shelf Filler

Existing	Proposed
<p>891211 Shelf Filler</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Night Filler <p>Fills up shelves and display areas in a store or supermarket.</p> <p>Skill Level: 5</p>	<p>891211 Shelf Filler</p> <p>Alternative Title:</p> <ul style="list-style-type: none">• Night Filler <p>Fills up shelves and display areas in a store or supermarket.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Receives stock and fills shelves and display areas with products• Rotates stock on shelves to ensure older products are at the front• Ensures shelves and display areas are clean and presentable• Removes expired or damaged products from shelves• Monitors stock levels, notifies supervisor when replenishment is needed and reports any discrepancies• Assists customers in locating products and answering questions

899711 Vending Machine Attendant

Existing	Proposed	
<p>899711 Vending Machine Attendant</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> Vending Machine Refiller <p>Stocks and maintains vending and amusement machines and collects money from coin boxes.</p> <p>Skill Level: 5</p> <p>Specialisation:</p> <ul style="list-style-type: none"> Poker Machine Attendant 	<p>899712 Gaming Attendant</p> <p>Assists patrons in a gaming venue and maintains electronic gaming machines and areas.</p> <p>Gaming Workers are excluded from this occupation.</p> <p>Skill Level: 4</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> Maintains electronic gaming machines and online systems in a gaming venue Assists patrons with using gaming machines and online systems Operates and reconciles EFTPOS and point of sale terminals, including systems to return patron winnings by exchanging chips and tokens Monitors guest behaviour and spending and follows venue procedures to maintain responsible gaming practices Assists with food and beverage services and cleaning services <p>Specialisations:</p> <ul style="list-style-type: none"> Cage Cashier Poker Machine Attendant 	<p>899713 Vending Machine Attendant</p> <p>Alternative Title:</p> <ul style="list-style-type: none"> Vending Machine Filler <p>Stocks and maintains vending and amusement machines.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none"> Stocks vending and amusement machines with products and ensures they are properly displayed Performs routine maintenance on vending machines, such as replacing light bulbs or fixing jammed mechanisms Collects money from coin boxes, replenishes change and ensures digital payment devices and EFTPOS machines are functional Cleans and sanitises vending machines and surrounding areas Monitors inventory levels and orders products as needed Prepares reports for management by maintaining accurate records of sales and collections

899912 Car Park Attendant

Existing	Proposed
<p>899912 Car Park Attendant</p> <p>Operates and maintains a car parking facility by guarding cars in parking areas and collecting fees at car park entry or exit points. May drive and park cars, and operate boom gates.</p> <p>Skill Level: 5</p>	<p>899912 Car Park Attendant</p> <p>Operates and maintains a car parking facility by guarding cars in parking areas and collecting fees at car park entry or exit points. May drive and park cars and operate boom gates.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Monitors and patrols car parking areas to ensure compliance with parking regulations• Collects parking fees and issues tickets• Assists customers with parking enquiries and directions• Operates boom gates and controls access points• Parks and retrieves vehicles as needed• Reports incidents or issues to authorities• Performs routine maintenance on parking equipment• Keeps records of parking transactions

899913 Crossing Supervisor

Existing	Proposed
<p>899913 Crossing Supervisor</p> <p>Assists children, disabled and other pedestrians to cross roads by stopping traffic and ensuring all pedestrians have crossed safely before allowing traffic to flow through the crossing.</p> <p>Skill Level: 5</p>	<p>899913 Crossing Supervisor</p> <p>Assists children, disabled and other pedestrians to cross roads by stopping traffic and ensuring all pedestrians have crossed safely before allowing traffic to flow through the crossing.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Assists children, disabled, or other pedestrians to cross roads safely by escorting them• Monitors traffic flow and the number of pedestrians at designated crossings• Halts traffic when appropriate to enable pedestrians to cross roads safely• Ensures all pedestrians have crossed safely before traffic is allowed to flow through the designated crossing• Ensures appropriate signage and warning signals are displayed and observable to traffic and crossing pedestrians• Reports hazards, incidents and signage issues to immediate supervisor or local authorities• Provides direction to pedestrians to advocate for road safety <p>Specialisation:</p> <ul style="list-style-type: none">• School Crossing Supervisor

899915 Leaflet or Newspaper Deliverer

Existing	Proposed
<p>899915 Leaflet or Newspaper Deliverer</p> <p>Collects leaflets or newspapers from a collection point and delivers them to homes in a specified area.</p> <p>Skill Level: 5</p>	<p>899915 Leaflet or Newspaper Deliverer</p> <p>Collects leaflets, catalogues, pamphlets or newspapers from a collection point and delivers them to homes in a specified area.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Collects leaflets, catalogues, pamphlets or newspapers from a designated collection point, or receives stock directly through a delivery• Organises and arranges the collected materials for delivery and inserts flyers or promotional materials when required• Plans travel routes and delivers items to homes in a specified area• Reports any issues or concerns regarding travel routes or delivery materials and adheres to safety guidelines and practices• Adheres to signage at delivery points regarding junk mail and maintains confidentiality of delivery addresses and customer information

899922 Trolley Collector

Existing	Proposed
<p>899922 Trolley Collector</p> <p>Collects supermarket trolleys from car parks and other areas, and returns them to the supermarket by hand or trailer. May drive a small tractor to tow the trolleys.</p> <p>Skill Level: 5</p>	<p>899922 Trolley Collector</p> <p>Collects supermarket trolleys from car parks and other areas, and returns them to the supermarket by hand or trailer. May drive a small tractor to tow the trolleys.</p> <p>Skill Level: 5</p> <p>Main Tasks:</p> <ul style="list-style-type: none">• Collects supermarket trolleys from designated drop off areas and surrounding areas• Inspects and reports trolleys for damage or defects• Pushes or pulls trolleys manually or with a small tractor• Organises and arranges trolleys in customer collection areas for easy access• Cleans and maintains trolleys