Australian Government

National Careers Institute

# AUSTRALIAN JOBS 2022

## Section 3 - Jobs by industry



# JOBS BY INDUSTRY



## Health Care and Social Assistance

**15%** Accounts for (%) of Australian workers

**76%** female

TOP EMPLOYING OCCUPATION

1. Registered Nurses
2. Aged and Disabled Carers
3. Receptionists



## Professional, Scientific and Technical Services

**10%** Accounts for (%) of Australian workers

**79%** full-time

TOP EMPLOYING OCCUPATION

1. Accountants
2. Software and Applications Programmers
3. Solicitors



## Retail Trade

**10%** Accounts for (%) of Australian workers

**30%** aged 15 to 24

TOP EMPLOYING OCCUPATION

1. Sales Assistants (General)
2. Retail Managers
3. Checkout Operators and Office Cashiers



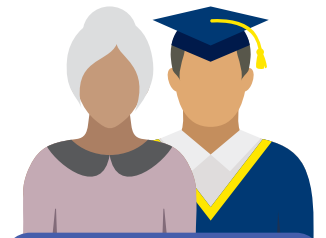
## Construction

**9%** Accounts for (%) of Australian workers

**36%** are self-employed

TOP EMPLOYING OCCUPATION

1. Carpenters and Joiners
2. Electricians
3. Construction Managers



## Education and Training

**8%** Accounts for (%) of Australian workers

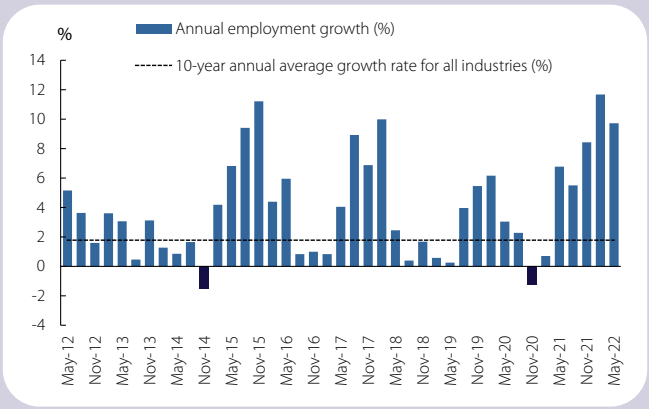
**86%** hold post-school qualifications

TOP EMPLOYING OCCUPATION

1. Primary School Teachers
2. Secondary School Teachers
3. Education Aides

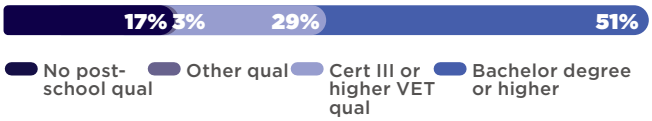
## HEALTH CARE AND SOCIAL ASSISTANCE




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Registered Nurses | 294,600 | 320,200 |
| Aged and Disabled Carers | 260,600 | 288,200 |
| Receptionists | 107,300 | 193,100 |
| Nursing Support and Personal Care Workers | 96,900 | 105,000 |
| Child Carers | 82,800 | 125,600 |

### EDUCATION ATTAINMENT




Health Care and Social Assistance is Australia's largest employing industry and has a critically important workforce.

It covers health services like hospitals, General Practitioners, dental and ambulance services, as well as services like child care and aged care. Employment growth in the Healthcare and Social Assistance industry has been strong over the last year.

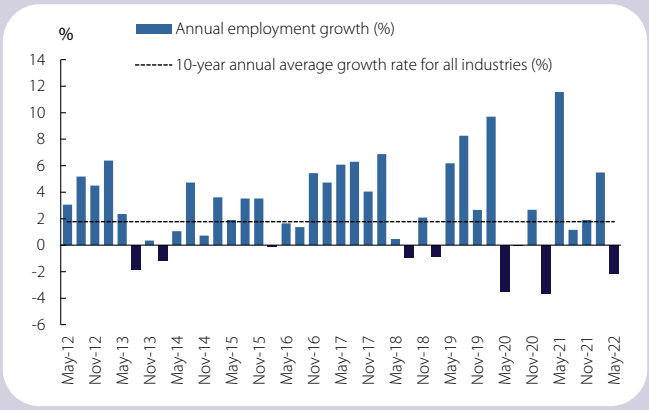
This industry has a large proportion of part-time workers, with 43% of the workforce employed part-time (compared with the Australian average of 31%). There is also a significant share of female workers in Health Care and Social Assistance (three in every four workers are female).

Workers in this industry are highly educated, with one out of every two workers holding a bachelor degree or higher. This industry has a somewhat older age profile with just 10% of the workforce aged 15-24 years.

Around a third of the Healthcare and Social Assistance workforce is based in regional Australia.

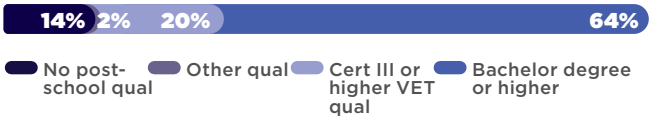
## EDUCATION AND TRAINING




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Primary School Teachers | 162,100 | 165,100 |
| Secondary School Teachers | 150,500 | 153,100 |
| Education Aides | 96,400 | 106,000 |
| University Lecturers and Tutors | 51,500 | 52,400 |
| Private Tutors and Teachers | 40,300 | 42,500 |

### EDUCATION ATTAINMENT




Education and Training is one of Australia's largest employing industries, and includes teaching occupations across all levels of schools, as well as University Lecturers and Tutors.

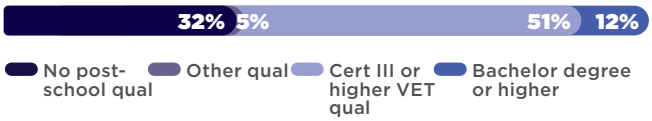
Over the year to May 2022, employment in this industry declined, however, this followed a large gain in employment a year earlier.

Around 72% of the workforce is female, the second highest percentage for any industry within Australia. Part-time work is also relatively common (around 40% of workers). Most people who work in Education and Training have post-school qualifications, with almost two-thirds of workers holding a bachelor degree or higher. Reflecting the time taken to gain these qualifications, only 9% of the workforce is aged 15 to 24. While most jobs need a university degree, lower skilled jobs like Education Aides can provide an employment pathway to enter the industry.

# Jobs by industry

## CONSTRUCTION

### EDUCATION ATTAINMENT




Construction is one of Australia's largest employing industries, with employment opportunities available at all skill and experience levels across the country.

Employment growth in the Construction industry is cyclical, meaning it often has periods of strong employment growth followed by periods when employment in the industry falls.

The Construction workforce is predominantly male and has the lowest percentage of female employment of any industry (13%). The most common entry into this industry is through the completion of an apprenticeship or traineeship, which is reflected in the workforce's educational attainment (more than half of workers possess a certificate III or higher VET qualification). Around one in three workers, though, do not possess any post-school qualifications and 15% of the workforce are Labourers, which suggests there are some good entry level opportunities.

This industry offers plenty of opportunities for self-employment, and more than one in three workers run their own business, the second highest rate of any industry. For information on government programs to help with self-employment, please see **page 57**.

Employers in this industry may not formally advertise when recruiting. Rather, they may rely on word of mouth or more informal recruitment methods (such as advertising on social media).



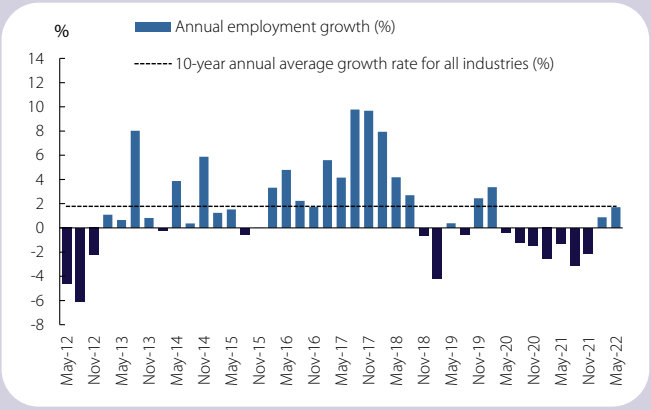

Regional




Aged 15 to 24 years



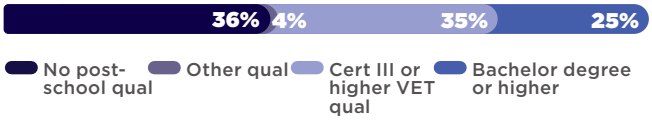

Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Carpenters and Joiners | 130,300 | 144,900 |
| Electricians | 106,400 | 175,700 |
| Construction Managers | 88,100 | 114,900 |
| Plumbers | 83,100 | 91,400 |
| Building and Plumbing Labourers | 47,400 | 59,000 |

## MANUFACTURING

### EDUCATION ATTAINMENT




Australia's Manufacturing industry is a very diverse sector and covers the manufacture of food and beverages, petroleum and coal, polymer products, machinery, furniture and more.

While employment in Manufacturing has generally been declining over the last few years, more recently, periods of employment growth have been recorded.

While it is common for workers to hold a certificate III or higher VET qualification, employers in this industry also value trade experience and practical knowledge. This is shown by the sizeable proportion of workers who do not have post-school qualifications (more than a third of the workforce). While over 100,000 young people are employed in Manufacturing, they represent a relatively small part of this industry (11% are aged 15 to 24 years old).

Employment in this industry is typically full-time (83%). There are a range of job opportunities in the Manufacturing industry, across different levels of skill and experience. Most workers in the industry are employed as Technicians and Trades Workers (27%), Managers (18%) or Labourers (17%).



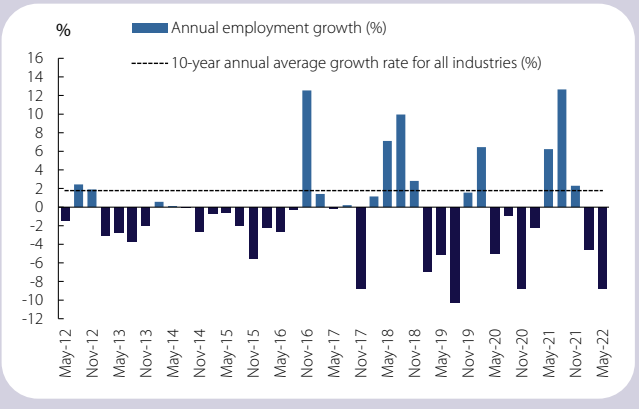

Regional




Aged 15 to 24 years




Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Structural Steel and Welding Trades Workers | 46,000 | 76,900 |
| Production Managers | 39,000 | 63,400 |
| Metal Fitters and Machinists | 34,000 | 110,400 |
| Packers | 26,200 | 61,300 |
| Advertising, Public Relations and Sales Managers | 23,900 | 151,300 |



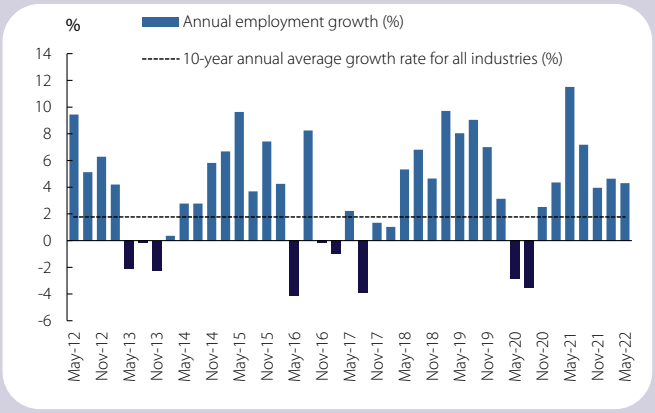

Regional




Aged 15 to 24 years



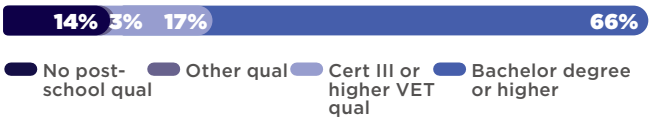

Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Accountants | 100,500 | 215,200 |
| Software and Applications Programmers | 88,000 | 150,600 |
| Solicitors | 72,900 | 91,400 |
| Management and Organisation Analysts | 45,600 | 95,200 |
| Graphic and Web Designers, and Illustrators | 33,300 | 56,100 |

## PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

### EDUCATION ATTAINMENT




Professional, Scientific and Technical Services is a large and diverse industry and includes legal and accounting services, veterinary services, and computer system design.

Employment in the Professional, Scientific and Technical Services industry grew solidly over the year to May 2022. Most employment in this industry (over 80%) is concentrated in the capital cities

This is a highly skilled workforce, with two out of every three workers holding a bachelor degree or higher. Reflecting the time it takes to attain the required qualifications, a small share of this workforce is young. Workers in the industry are mostly employed as Professionals (60%). For more information on the Professionals occupation group, please see page 38.

There are opportunities to run your own business within this industry, with around a quarter of the workforce self-employed. While dependent on the role they are performing, workers in this industry often have scope to work remotely.



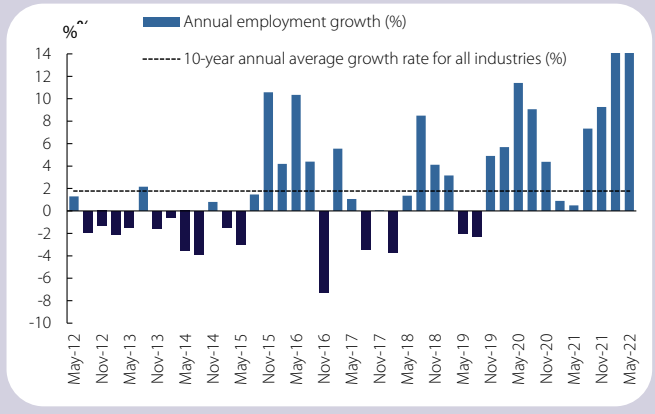

Regional




Aged 15 to 24 years



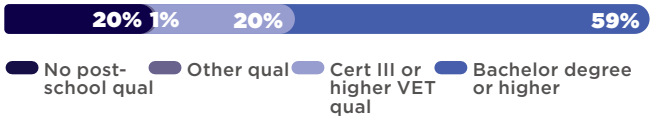

Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Financial Investment Advisers and Managers | 49,700 | 68,300 |
| Financial Brokers | 37,500 | 42,900 |
| Insurance, Money Market and Statistical Clerks | 36,800 | 39,600 |
| Credit and Loans Officers | 35,800 | 45,700 |
| Bank Workers | 35,100 | 43,500 |

## FINANCIAL AND INSURANCE SERVICES

### EDUCATION ATTAINMENT




Employment in the Financial and Insurance Services industry includes banking, insurance and superannuation funds, as well as financial brokering services.

This industry's workforce grew by 16% over the year to May 2022, the highest rate of any industry in Australia.

Employment is concentrated primarily in capital cities, particularly along Australia's east coast, with 46% of the workforce located in New South Wales. This workforce is a highly qualified, with the majority of workers in this industry holding a bachelor degree or higher (almost 60%).

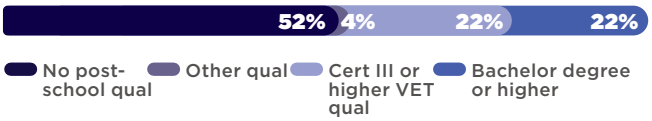
Almost all jobs are for Professionals, Clerical and Administrative Workers, and Managers. For more information on these occupation groups, please see page 37, 38 and 41.

Reflecting the time it takes to attain the required qualifications, a small share of this workforce is aged 15 to 24 years old (just 6%). That said, Bank Workers is one of the largest employing occupations within Financial and Insurance Services and this role generally does not require post-school qualifications and can provide a pathway into the industry.

# Jobs by industry

## RETAIL TRADE

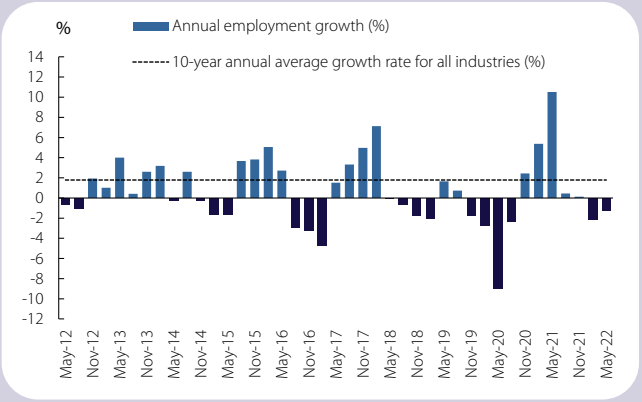
### EDUCATION ATTAINMENT




Retail Trade is Australia's third largest employing industry, and accounts for almost 1.3 million workers. Retail Trade employs more young people than most other industries (30% are aged 15 to 24). This is because entry level roles within the industry generally do not require prior experience or qualifications, with more half the workers having no post-school qualifications.

Many occupations in the industry can also provide flexible hours, allowing work around school and other commitments. It is important to remember that jobs in this industry might not always be formally advertised. When looking for work in Retail Trade remember to ask friends, family and any other contacts if they are aware of any job opportunities. Opportunities might be available by word-of-mouth, or via signs in shop windows and through social media.

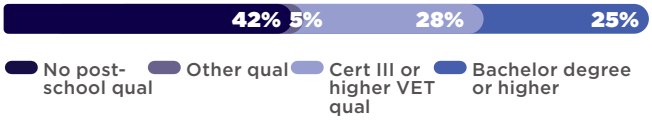



| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Sales Assistants (General) | 387,600 | 550,400 |
| Retail Managers | 151,300 | 229,500 |
| Checkout Operators and Office Cashiers | 102,800 | 140,200 |
| Shelf Fillers | 61,300 | 63,600 |
| Storepersons | 39,300 | 148,300 |

## WHOLESALE TRADE

### EDUCATION ATTAINMENT



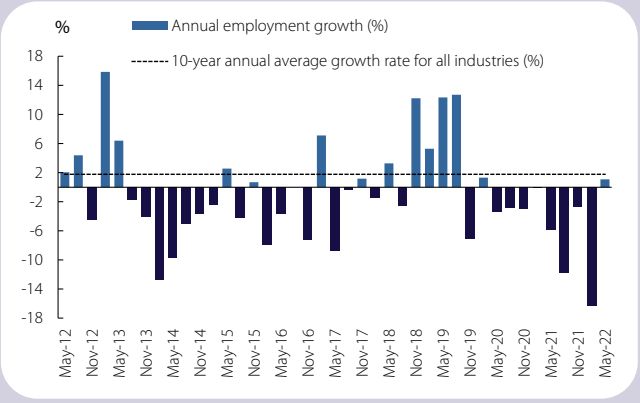

Wholesalers do not usually have a shop front to sell their items; they are the middle step between producers and retailers.

It is one of the smaller employing industries, with employment mainly located in the capital cities along Australia's east coast. That said, one in four working in this industry live in regional Australia.

Employment in the Wholesale trade industry increased slightly over the year to May 2022, following a series of annual declines. While more than 40% of this workforce does not have post-school qualifications, only a small share of this industry are younger workers (10% are aged 15 to 24 years).

Some employers in this industry also don't advertise their vacancies, instead relying on word-of-mouth or recruiting job seekers who approach their business. Although entry level opportunities exist in every industry, positions in Wholesale Trade may be better suited to job seekers who possess the practical experience employers seek and have the connections to find work in this industry.

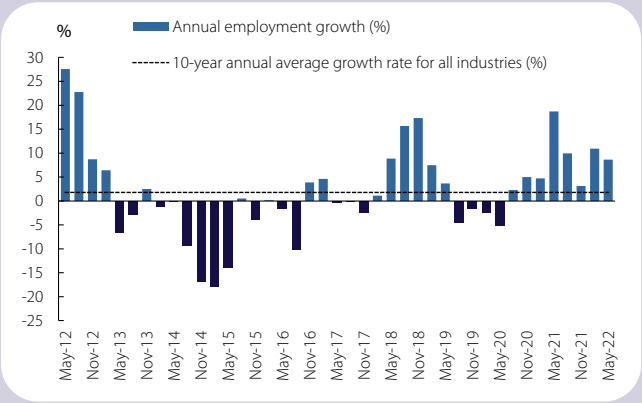



| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Storepersons | 28,400 | 148,300 |
| Sales Representatives | 19,600 | 62,800 |
| Advertising, Public Relations and Sales Managers | 18,700 | 151,300 |
| Purchasing and Supply Logistics Clerks | 18,400 | 100,000 |
| Sales Assistants (General) | 17,400 | 550,400 |

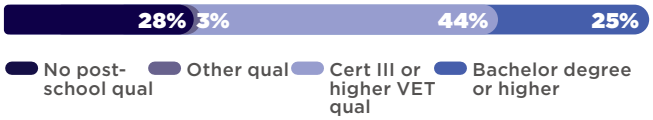
## MINING




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Drillers, Miners and Shot Firers | 51,900 | 58,700 |
| Metal Fitters and Machinists | 26,000 | 110,400 |
| Other Building and Engineering Technicians | 16,400 | 32,100 |
| Truck Drivers | 12,100 | 199,900 |
| Production Managers | 11,900 | 63,400 |

### EDUCATION ATTAINMENT




Mining is an important industry in terms of its export revenue, but it is a relatively small employing industry (accounting for around 2% of Australian jobs).

Employment in this industry tends to have periods of strong growth followed by periods when total employment falls. That said, employment in this industry has been growing strongly over the two years to May 2022.

Employment in this workforce is largely concentrated in Western Australia and Queensland, and one in three workers lives in regional Australia. Exploration is a large component of the industry, with Western Australia currently being the major location for minerals exploration. Workers are often expected to travel for work, with fly-in, fly-out (FIFO) arrangements relatively common.

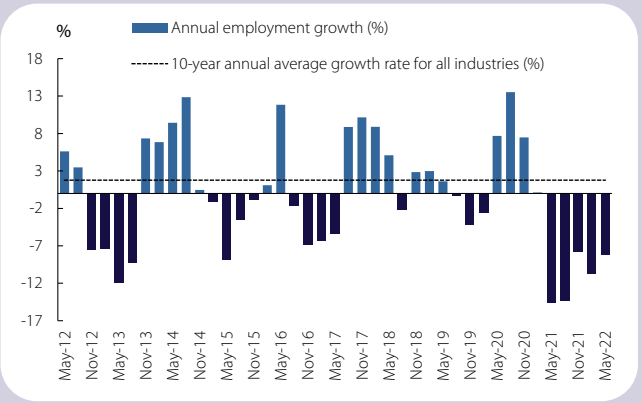
Post-school qualifications are often required to work in Mining. Around 44% of workers hold a certificate III or higher vocational qualifications, and 25% possess a bachelor degree or higher.

Most of the Mining workforce is male, with only around one in five workers being female. That said, more women are working in this industry, with only 12% of the workforce being female two decades ago, compared with 19% now.

Almost 30% of workers are Machinery Operators and Drivers, 26% are Technicians and Trades Workers, and 20% are Professionals.
For more information on these occupations, please see **pages 38, 39 and 42.**

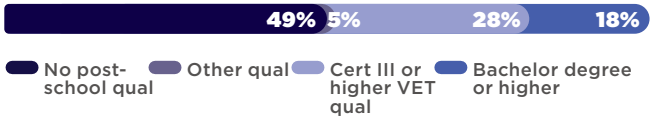
## AGRICULTURE, FORESTRY AND FISHING




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Livestock Farmers | 71,200 | 73,100 |
| Crop Farmers | 32,900 | 38,500 |
| Mixed Crop and Livestock Farmers | 24,600 | 29,300 |
| Livestock Farm Workers | 22,300 | 22,800 |
| Crop Farm Workers | 15,700 | 17,500 |

### EDUCATION ATTAINMENT




Agriculture, Forestry and Fishing is an industry largely made up of workers employed in agribusiness. Most are farmers, living in regional Australia and managing their own properties. This is reflected in the high level of self-employment (around one in two workers, the highest percentage of any industry).

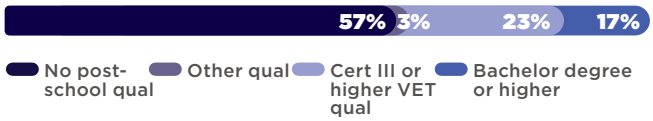
Around 43% of workers are aged 55 years or older (again, the highest of any industry). The need for formal qualifications is less common, with around half of this workforce having no post-school qualifications. Instead, practical skills and experience are more highly valued, with many of these skills being learnt on the job. Formal qualifications, though, can be gained through the VET sector which also contributes to this industry's skills. It is important to note, however, that technologically advanced production systems (i.e. farm automation, artificial intelligence) are becoming more common and the employers who use such systems will require more highly skilled workers.

When looking for work in this industry, seasonal work such as fruit picking is fairly common and may present short-term opportunities for job seekers of all ages.

# Jobs by industry

## ACCOMMODATION AND FOOD SERVICES

### EDUCATION ATTAINMENT

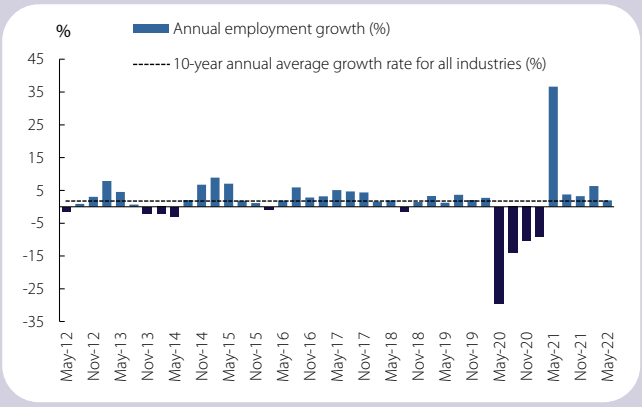



Accommodation and Food Services provides many opportunities for young people looking for their first job, or for mature aged workers looking to re-enter the workforce. One in every three workers in Accommodation and Food Services live in regional Australia.

Almost half of all workers in the Accommodation and Food Services industry are between 15-24 years of age, the highest of any industry. Most entry level roles within this industry generally do not need prior experience or qualifications, with more than half of workers having no post-school qualifications.

Many occupations in this industry also provide flexible hours (around 61% of workers are employed part-time, the highest of any industry), allowing work around school and other commitments. There are employment opportunities within this industry across most occupation groups, and in all states and territories. If you are seeking work in Accommodation and Food Services, consider looking online as many employers in the industry use social media when recruiting.

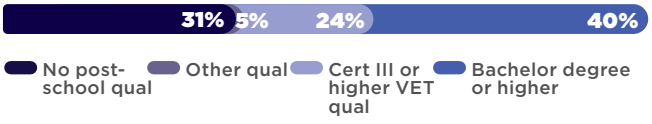



| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Waiters | 115,300 | 127,000 |
| Kitchenhands | 94,500 | 144,500 |
| Chefs | 85,500 | 114,000 |
| Sales Assistants (General) | 82,900 | 550,400 |
| Bar Attendants and Baristas | 81,800 | 83,200 |

## ARTS AND RECREATION SERVICES

### EDUCATION ATTAINMENT

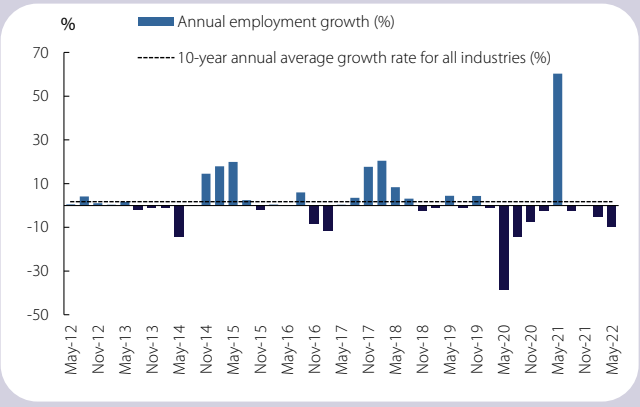



Arts and Recreation Services includes art galleries, museums, and theatres. It also includes employers that offer sporting, recreation services, such as gyms, indoor sport centres or amusement centres.

This is a relatively small employing industry, accounting for around 2% of Australian jobs. Employment in this industry fell over the year to May 2022, after recording a strong rise over the year to May 2021.

Arts and Recreation Services has a relatively young workforce (26% are aged 15 to 24 years), with workers most commonly employed as Community and Personal Service Workers (27% of employment) or Professionals (26%). This industry offers lots of opportunities for flexible work, with close to one in four workers self-employed, and around half employed part-time. Two-thirds of workers in this industry have post-school qualifications and most workers are based in the capital cities (75%).

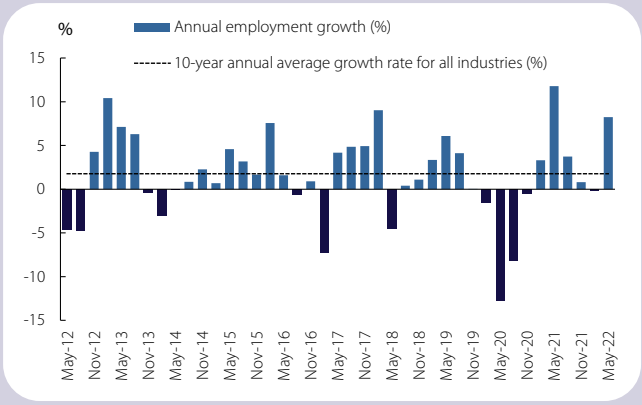



| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Sports Coaches, Instructors and Officials | 17,400 | 46,200 |
| Fitness Instructors | 10,500 | 34,300 |
| Sportspersons | 8,000 | 10,900 |
| Receptionists | 7,500 | 193,100 |
| Visual Arts and Crafts Professionals | 7,400 | 12,900 |

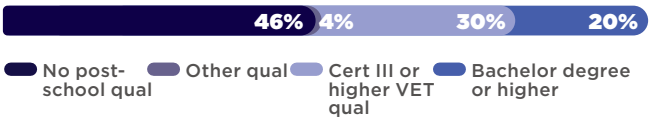
## TRANSPORT, POSTAL AND WAREHOUSING




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Truck Drivers | 106,000 | 199,900 |
| Storepersons | 46,700 | 148,300 |
| Automobile Drivers | 45,500 | 51,200 |
| Bus and Coach Drivers | 40,300 | 47,400 |
| Delivery Drivers | 38,400 | 74,500 |

### EDUCATION ATTAINMENT




Transport, Postal and Warehousing is a diverse industry that revolves around the movement of people and goods by road, rail or air. Postal and courier services, warehousing and storage are also included.

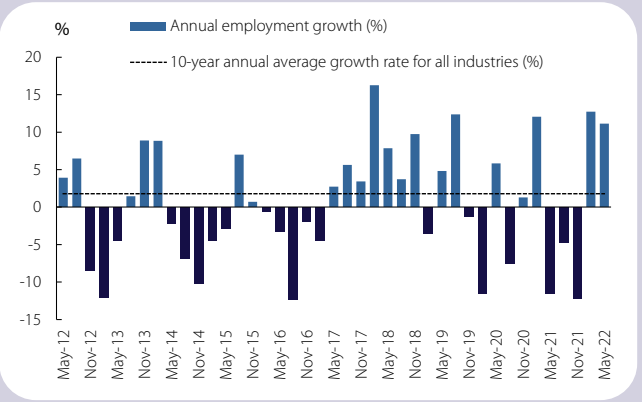
Employment in the Transport, Postal and Warehousing industry grew strongly over the year to May 2022.

While qualifications are generally not needed for occupations in this industry (almost half of the workers do not have post-school qualifications), licences and tickets may be required. Examples include a forklift licence, truck/heavy vehicle licence, construction white card and 'working at heights' ticket.

Around one in every five workers is self-employed (22%) and around one in every five workers are employed part-time (22%), suggesting that there are options for contract work or flexible hours. This includes Bus and Coach Drivers, Delivery Drivers and Truck Drivers. Almost half (46%) of the workforce are Machinery Operators and Drivers (see **page 42** for more information), with Truck Drivers accounting for most of these.

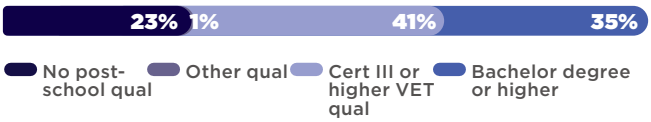
## ELECTRICITY, GAS, WATER AND WASTE SERVICES




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Truck Drivers | 14,200 | 199,900 |
| Electricians | 10,200 | 175,700 |
| Electrical Engineers | 6,500 | 24,300 |
| Electrical Distribution Trades Workers | 4,600 | 7,500 |
| Other Stationary Plant Operators | 4,600 | 27,500 |

### EDUCATION ATTAINMENT




Electricity, Gas, Water and Waste Services is a relatively small employing industry, accounting for around 1% of Australian jobs. This industry covers electricity supply, generation, transmission and distribution, gas supply, water supply as well as sewerage and waste disposal. The electricity supply sector is responsible for the generation of electricity as well as its transmission and distribution. It is also responsible for arranging the sale of electricity via power distribution systems operated by others.

Employment growth in the Electricity, Gas, Water and Waste Services industry was very strong over the year to May 2022. With most of the nation's energy currently coming from the burning of fossil fuels, employment opportunities will exist moving forward as the industry identifies ways which will allow Australians to produce more of its electricity from renewable sources.

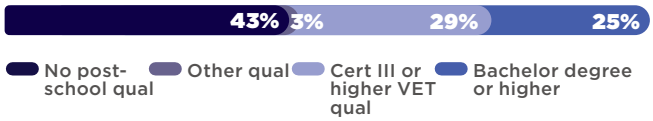
Just 7% of workers are aged 15 to 24 years and very few workers run their own business (6%). Around one in three workers live in regional Australia.

This industry has a highly skilled workforce, with more than three quarters of workers holding post school qualifications of a Certificate III or higher qualification (76%). The VET sector is the main training pathway and entry into this industry is predominantly though the completion of an apprenticeship or traineeship. Information on VET pathways can be found on **page 14**.

# Jobs by industry

## ADMINISTRATIVE AND SUPPORT SERVICES

EDUCATION ATTAINMENT



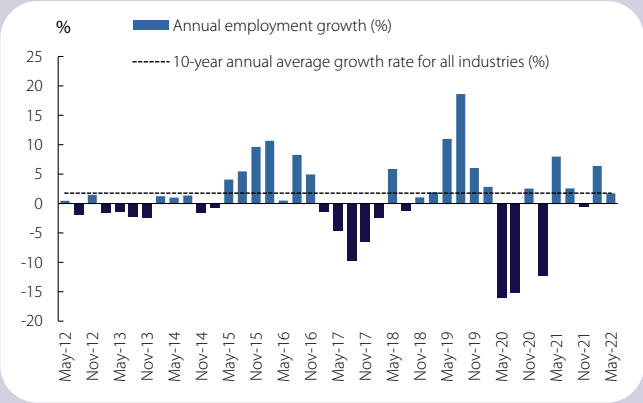

Administrative and Support Services is a small but essential industry which covers many services including office administration, debt collection, call centres, travel agencies, building cleaning, pest control and gardening services.

Annual employment growth in the Administrative and Support Services industry declined over the year to May 2022.

This industry provides good part-time employment opportunities, with 40% of the workforce employed in this manner. Around 12% of the workforce is aged 15 to 24, and around 30% of workers in the Administrative and Support Services industry run their own business, almost double the national average.

Many jobs also do not need post-school qualifications. However, while the share of workers without a post-school qualification in this industry is above the national average, more than half of all workers still have a certificate III or higher qualification. Some practical experience may be highly regarded by employers. Jobs like cleaning and gardening can be physically demanding and may not be suited to all job seekers.

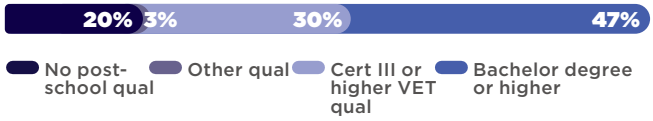



| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Commercial Cleaners | 81,700 | 138,900 |
| Domestic Cleaners | 34,500 | 44,100 |
| Human Resource Professionals | 32,700 | 84,500 |
| Gardeners | 27,200 | 84,000 |
| General Clerks | 13,800 | 305,000 |

## PUBLIC ADMINISTRATION AND SAFETY

EDUCATION ATTAINMENT



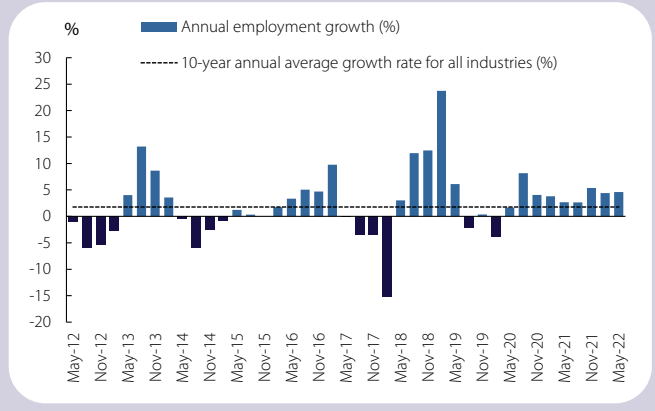

Public Administration and Safety includes federal, state and local government administration and services like the police force.

Employment in the Public Administration and Safety industry has increased steadily over the last two years. The increase in workers is potentially due to the development and implementation of support programs as part of the Australian Government's COVID-19 economic response, or equivalent state and territory government initiatives.

Just under 30% of workers are based in regional Australia, consistent with the national average across all industries.

This workforce is highly skilled (with three out of every four workers holding post school qualifications of a certificate III or higher), relatively old (just 5% are aged 15 to 24 years) and full-time work is common (84% of employment). Given this, there are fewer opportunities for entry level positions within this industry. All federal government departments, though, offer graduate programs for university graduates interested in a career in the Australian Public Service.




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Police | 72,600 | 83,000 |
| General Clerks | 65,100 | 305,000 |
| Security Officers and Guards | 43,700 | 61,000 |
| Contract, Program and Project Administrators | 38,700 | 138,700 |
| Inspectors and Regulatory Officers | 27,800 | 32,100 |



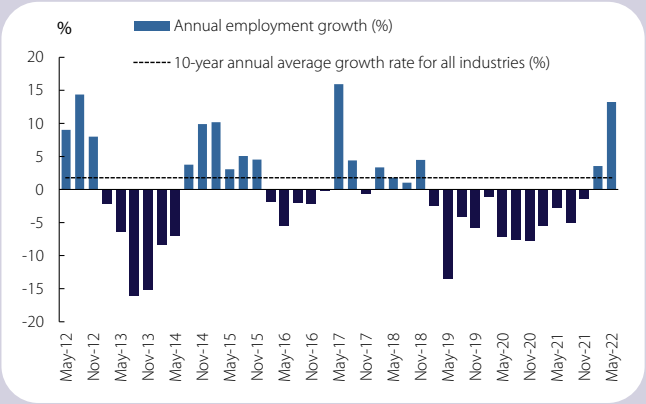

Regional




Aged 15 to 24 years



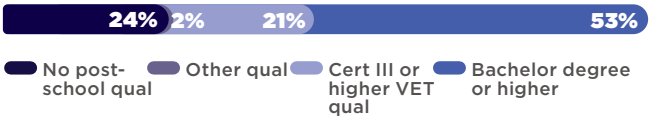

Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Film, Television, Radio and Stage Directors | 12,800 | 15,000 |
| Artistic Directors, and Media Producers and Presenters | 9,500 | 16,600 |
| Telecommunications Engineering Professionals | 9,500 | 17,700 |
| Telecommunications Trades Workers | 9,400 | 18,200 |
| Librarians | 8,200 | 14,800 |

## INFORMATION MEDIA AND TELECOMMUNICATIONS

### EDUCATION ATTAINMENT




While Information Media and Telecommunications is a relatively small industry (representing around 2% of employment within Australia), it has a diverse profile and includes businesses such as newspaper and internet publishers, television and radio broadcasting, and telecommunications infrastructure and networks. While employment in this industry grew strongly over the year to May 2022, it has been generally declining over recent years.

Employment is mainly located in Sydney and Melbourne, but 18% of jobs are in regional Australia, and 15% run their own business. It is a highly skilled workforce, with almost three quarters holding post school qualifications of a certificate III or higher qualification. A relatively small proportion of workers are aged 15 to 24 (11%).

While qualifications are generally mandatory for the more technical roles, employers in some sectors of the industry (for example, publishing and broadcasting) may also see value if you can demonstrate your ability by showcasing a portfolio. Employers value prior experience and a portfolio is a good way to present evidence of your relevant skills and abilities.

Workers in this industry are typically interested in journalism, creative and technical writing, photography, video and music production and backstage production services, as well as computer programming, engineering and related technical and electronic support.



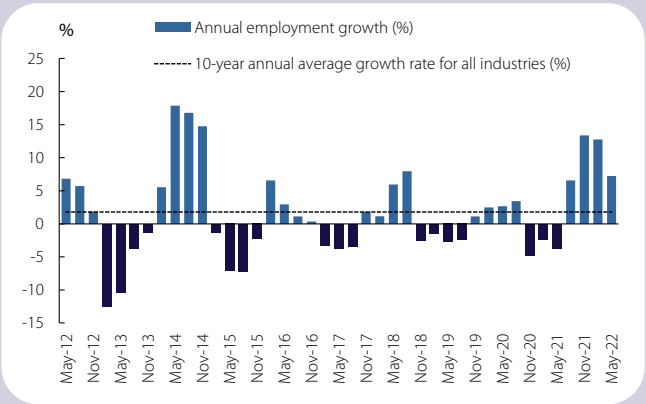

Regional




Aged 15 to 24 years



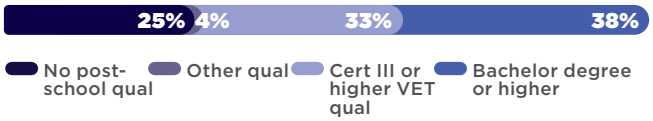

Self-employed




| TOP EMPLOYING OCCUPATIONS | This Industry | All industries |
|---|---|---|
| Real Estate Sales Agents | 91,500 | 96,700 |
| Other Hospitality, Retail and Service Managers | 10,900 | 81,500 |
| General Clerks | 8,400 | 305,000 |
| Land Economists and Valuers | 8,300 | 15,200 |
| Accountants | 7,600 | 215,200 |

## RENTAL, HIRING AND REAL ESTATE SERVICES

### EDUCATION ATTAINMENT




While Rental, Hiring and Real Estate Services is a relatively small industry, it has shown strong growth in late 2021 and early 2022.

Almost 42% of the workforce are Sales Workers (see page 41 for more information), with Real Estate Sales Agents accounting for most of these. Over 70% of workers hold post school qualifications of a certificate III or higher qualification, slightly above the average for all industries (66%).

Many workers are self-employed, with 29% running their own business. More than one out of every four workers in this industry live in regional Australia. Work is commonly full-time (76%) and employment is evenly split along gender lines.

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