

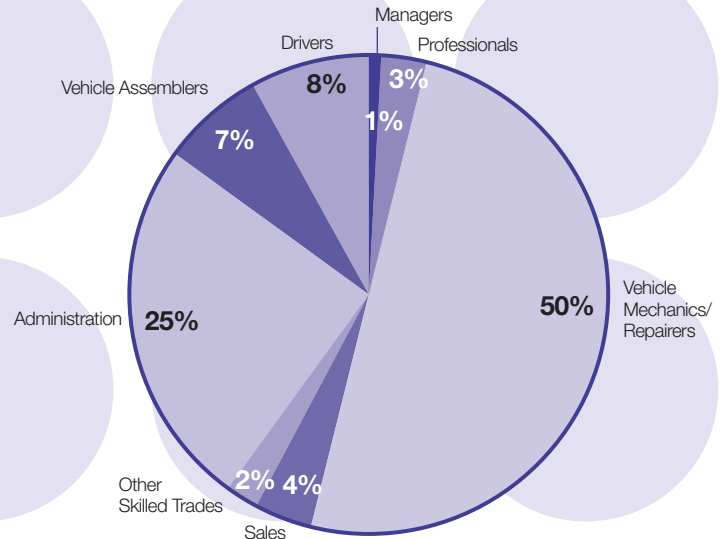


## Retail Motor Industry

### What's happening?

- The retail motor industry includes the selling, renting and repairing of cars and other vehicles.
- The most common skills lacking in applicants are technical and practical, communication and problem solving. Employers also report a shortage of staff with managerial and technical skills.
- Qualified motor vehicle fitters may become general fast-fit technicians or mobile electronics and security technicians.
- The highest concentration of workers in this sector is in the South East of England.
- 16 to 18 year olds are a key target group for recruitment, although the workforce has a relatively old age profile. Apprenticeships are expected to grow in importance as a route into the industry.
- Over the last ten years, there has been a shift towards use of software and electronics in modern vehicles. The need for people with these skills is increasing, with less demand for mechanical skills.
- A survey found that a tenth of vehicle repairers were educated to level 2, and over a half at level 3. Similarly, a tenth of motor mechanics were educated to level 2, with two-thirds at level 3.

### Who does what?



Source: Labour Force Survey 2006, © Crown Copyright. Figures are for England

### How much will I get paid?

Remember – many jobs will demand minimum entry qualifications. Those earning high salaries are usually well qualified and experienced and will continue to learn throughout their working life.

	Average annual salary
Motor Mechanic, Vehicle Spray Painter, Vehicle Body Builder & Repairer, Auto Electrician	<b>£24,305</b>
Car Sales Person	<b>£14,656</b>

Source: Annual Survey of Hours & Earnings 2005, © Crown Copyright. Salary rates have been calculated using the average, gross pay (before deductions) for full-time workers in the UK.

### Numbers employed locally

Hertfordshire	<b>14,300</b>
London & South East	<b>138,200</b>
Great Britain	<b>587,700</b>

Source: Annual Business Inquiry, 2005, © Crown Copyright. Figures do not include the self-employed, people under 16 or trainees without a contract of employment. Figures are rounded to nearest hundred.



## What we think will happen

- Demand for general IT user skills will increase. This reflects the increasing need for employees to be able to use computerised systems including diagnostic equipment, estimating and other software.
- The demand for electronic engineers will grow. 40% of a car's value is embedded in electrical and electronic systems. Vehicle mechanics are increasingly likely to replace entire systems than repair individual parts.
- There is one car for every two people in the UK. 2.43 million new cars were registered in 2005. Motorcycle and scooter registrations are on the increase.
- Industry insiders believe that vehicle body-shops will be an increasingly tough market to compete in.
- Automotive Skills (the industry's skills council) is seeking to recruit 5,000 new entrants to the sector by 2007, and to have 2,500 participating in on-line training programmes by the same date.
- There are increasing numbers of lorries and buses on our roads. They all need maintenance and repair. There is a shortage of people interested in training to work on these types of vehicles.

## Is this you?

- Good listening and communication skills
- Always pay attention to detail
- Like practical work and using tools

## What local students did in 2006

In 2006 a total of 1,383 Year 11 local school leavers entered full-time employment or work-based training. Of this number, 62 went into the retail motor industry.

Source: Connexions Hertfordshire 2006.

## Some job suggestions

- Vehicle Technician
- Roadside Assistance Patrol Person
- Motor Vehicle Fitter (tyres and/or exhausts)
- Vehicle Body Repair
- Vehicle Restorer

## Next steps...

### If you're serious about this type of work - FIND OUT MORE!

Use your Connexions area or visit your local Connexions Centre or One Stop Shop for information about jobs; qualifications; local training; further and higher education; skills and personal characteristics; rates of pay and working conditions; local, national and international employers.

## Really useful websites and resources!

Automotive Skills

– [www.automotiveskills.org.uk/careers](http://www.automotiveskills.org.uk/careers)

British Vehicle Rental and Leasing Association

– [www.bvrla.co.uk](http://www.bvrla.co.uk)

Institute of the Motor Industry – [www.motor.org.uk](http://www.motor.org.uk)

Society of Motor Manufacturers and Traders

– [www.smmt.co.uk](http://www.smmt.co.uk)

Society of Operations Engineers – [www.soe.org.uk](http://www.soe.org.uk)

Training for the Motor Industry

– [www.carterandcartergroup.com](http://www.carterandcartergroup.com)

Apprenticeships – [www.apprenticeships.org.uk](http://www.apprenticeships.org.uk) or call the helpline on 08000 150600

E-Clips (information about careers and lifestyle issues)

– [www.connexions-hertfordshire.co.uk](http://www.connexions-hertfordshire.co.uk)

Fast Tomato (interactive careers guidance)

– [www.hertsft.com](http://www.hertsft.com)

Jobs4u (careers database)

– [www.connexions-direct.com/jobs4u](http://www.connexions-direct.com/jobs4u)

Working in Booklets – case studies of people in a variety of jobs. Try your Connexions area, or download them from

[www.connexions-direct.com](http://www.connexions-direct.com). Go to careers>career resources>download publications>Working In.

**Please contact your Connexions Personal Adviser for further information and advice.**

**Freephone: 0800 389 3258 • enquiries@connexions.hertscc.gov.uk • [www.connexions-hertfordshire.co.uk](http://www.connexions-hertfordshire.co.uk)**

**The information in this leaflet can be made available in other languages and formats. Contact the Information Team on 01462 704 914.**

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