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How to become a car salesperson in California

What car salespersons do, the skills and credentials that matter in California, and how to find car salesperson jobs.

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1 What car salespersons do

Salespeople help buyers choose a vehicle, arrange test drives, explain prices and trade-ins, and prepare deals for title and financing paperwork.

2 Skills and training

Employers want people skills, honesty and accuracy. You will work for a licensed dealer, which must keep its license, bond and records in order.

3 Licensing

Yes. You may not act as a vehicle salesperson in California without a DMV license or temporary permit.

4 Find jobs on NCC

Browse open jobs below or on NCC Jobs.

Requirements at a glance

DMV vehicle salesperson license

Required - State - California DMV, Occupational Licensing

It is unlawful to act as a vehicle salesperson without a DMV license or temporary permit.

Official application: https://leginfo.legislature.ca.gov/faces/codes_displaySection.xhtml?lawCode=VEH&sectionNum=11710

Official agencies and links

Vehicle Code 11704.5, 11710 and 11800: dealer education, dealer bond, salesperson lic

California Legislature

https://leginfo.legislature.ca.gov/faces/codes_displaySection.xhtml?lawCode=VEH&sectionNum=11710

Frequently asked questions

Do car salespersons need a license in California?

Yes, a DMV vehicle salesperson license.

This guide is general information, not legal advice. Rules change and can depend on your city or county, so confirm with the official agencies linked below before you apply.