START A CAREER - DISTRICT OF COLUMBIA

How to become a car salesperson in DC

What car salespersons do, the skills and credentials that matter in DC, 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. DC dealers designate their salespeople, and DC DMV requires each salesperson's DLCP salesperson license.

4 Find jobs on NCC

Browse open jobs below or on NCC Jobs.

Requirements at a glance

DLCP motor vehicle salesperson license

Required - State - DC Department of Licensing and Consumer Protection

Dealers designate their salespeople, and DC DMV requires each salesperson's DLCP salesperson license for dealer registration.

Official application: https://dlcp.dc.gov/node/1618866

Official agencies and links

Motor Vehicle Dealer business license

DC Department of Licensing and Consumer Protection

https://dlcp.dc.gov/node/1618866

Frequently asked questions

Do car salespersons need a license in DC?

Yes, a DLCP 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.