START A CAREER - HAWAII

How to become a car salesperson in Hawaii

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

Sources verified 2026-11-21 - Updated 2026-11-21

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. Hawaii vehicle salespeople need a Motor Vehicle Industry Licensing Board salesperson license tied to their dealer.

4 Find jobs on NCC

Browse open jobs below or on NCC Jobs.

Requirements at a glance

Motor vehicle salesperson license

Required - State - Motor Vehicle Industry Licensing Board

Acting as a vehicle salesperson requires a license from the Motor Vehicle Industry Licensing Board, tied to the dealer named on the license ($174 renewal every two years).

Fees: $174 renewal

Official application: https://cca.hawaii.gov/pvl/boards/motorvehicle/

Official agencies and links

Motor Vehicle Industry Licensing Board

Hawaii Department of Commerce and Consumer Affairs, Professional and Vocational Licensing

https://cca.hawaii.gov/pvl/boards/motorvehicle/

Frequently asked questions

Do car salespersons need a license in Hawaii?

Yes, a 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.