START A CAREER - NEW YORK

How to become a car salesperson in New York

What vehicle salespeople do, the dealer paperwork they handle, and how to find sales jobs at New York dealerships.

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1 What car salespeople do

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

2 Skills

Employers want people skills, honesty and accuracy. You will work with bills of sale, odometer statements and warranty forms that New York dealers must keep, and the dealer's VERIFI records.

3 Licensing

We found no New York license for individual car salespeople; the DMV registers the dealership.

4 Find jobs on NCC

Browse open jobs below or on NCC Jobs.

Frequently asked questions

Do car salespeople need a license in New York?
We found no individual license. The dealership is registered with the DMV.

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.