

DRIVE
MY CAREER



Parent Pack



Welcome

to your parent career
guidance pack.

This pack will be filled with
information about careers
in the automotive industry,
training and development,
qualifications and salary.

Contents

- Introduction to the automotive industry
- Business areas in automotive
- Training and development
- Qualifications needed and gained
- Salary in automotive



Automotive Industry

The retail side of the automotive industry is one of the biggest and most varied sectors to start a professional career. With hundreds of dealerships across the UK, the local one might have the perfect opportunity for your child.

The automotive industry is constantly evolving and developing with plenty of new skills to learn. There is a wide range of jobs available.

There are many opportunities for career progression in each business area of the industry thanks to the training and support automotive employers offer. Many automotive leaders started from the bottom, worked their way up and are now shaping the future of the industry.



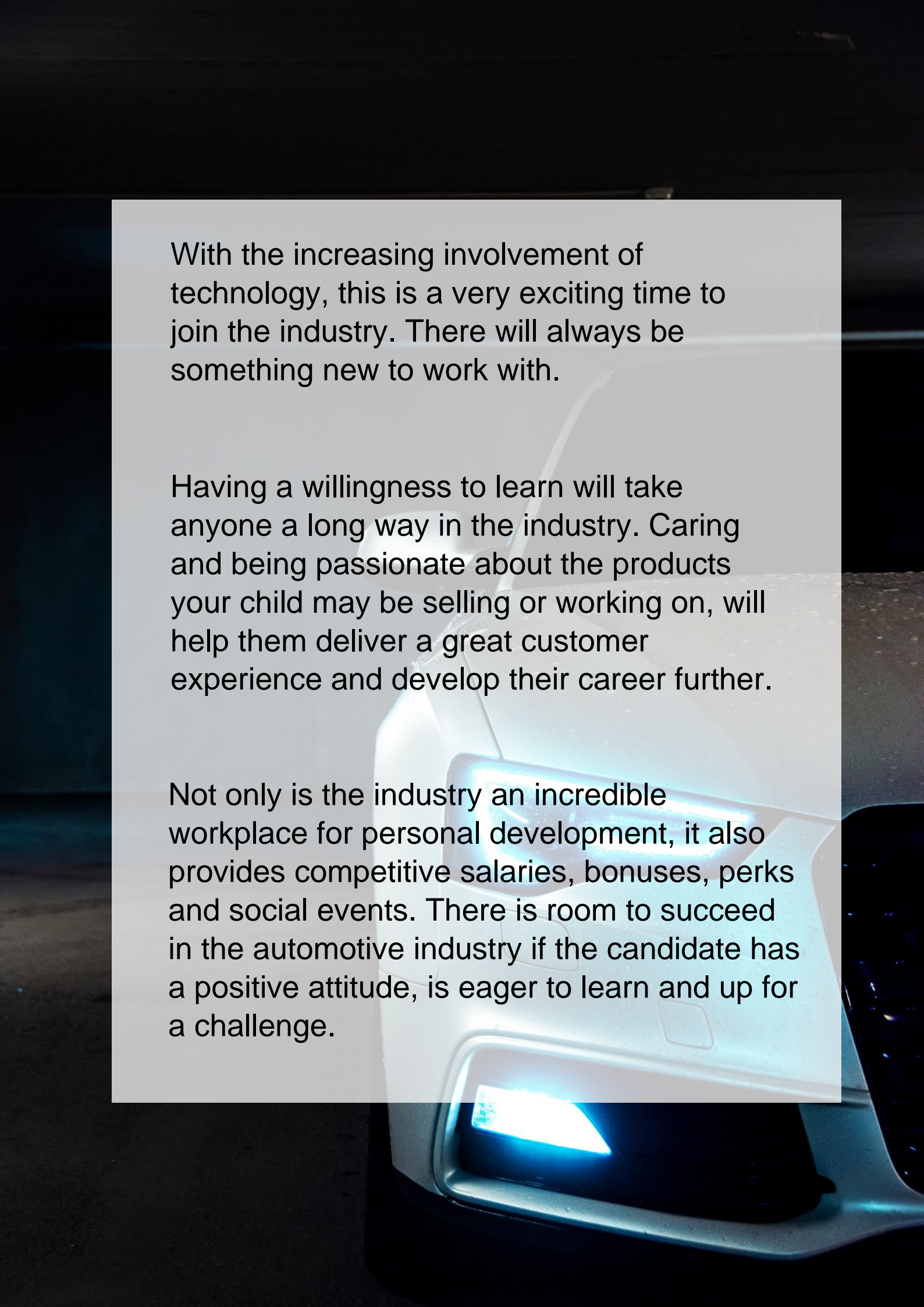


Despite what people may think, that the majority of the opportunities are in the technician and sales areas, the industry offers a range of different career routes in a variety of sectors. These sectors include:

- Marketing
- Logistics and Parts Distribution
- Finance and Accounting
- Administration
- Customer Service
- HR
- IT and Web Development

Within these sectors there are many apprenticeship routes to kick-start a career, as well as many entry-level roles with either little or no previous experience required.

Business areas in automotive

A futuristic car with glowing blue lights is visible in the background. The car's design is sleek and modern, with prominent blue light strips along its body. The background is dark, making the car's lights stand out.

With the increasing involvement of technology, this is a very exciting time to join the industry. There will always be something new to work with.

Having a willingness to learn will take anyone a long way in the industry. Caring and being passionate about the products your child may be selling or working on, will help them deliver a great customer experience and develop their career further.

Not only is the industry an incredible workplace for personal development, it also provides competitive salaries, bonuses, perks and social events. There is room to succeed in the automotive industry if the candidate has a positive attitude, is eager to learn and up for a challenge.

Success Story



Becky Welsby, Sales Executive

How did you get into the automotive industry?

I started working with Chapelhouse Motor Group in January. Before I was working in a bar in Manchester, which sounds fun, but I wanted to change the environment. I wanted to get out of it and do something a bit more rewarding, build more of a career. One of my friends worked here and he recommended Chapelhouse because they were taking on trainees. So, I thought, you know what? I'll do it! I had never worked in sales before. I was a bit nervous about it, but I thought I'd give it a go. So, I came, I did some training and I loved it! It's been much better than I expected, and I haven't looked back!

Can you describe your role?

I am in a Suzuki franchise. We look after the showroom to make sure it is always in order. We check all the cars that come in to ensure that they are in good condition. We go through the same process with every customer that comes into the showroom. We qualify our customers to make sure we can find the right car for them. It's mainly keeping in touch with our customers, being there for them and help them find the car that suits their lifestyle rather than pushing new cars onto them.

What is the part you enjoy the most?

I have always loved customer service and been customer-focused; I love customers' feedback. It's been rewarding when they have told me that I have made the car buying process easy for them and they felt relaxed around me. I enjoy going through the process with them and explain that we are regulated and there are things that we can and cannot do. I like to deal with them with honesty and transparency, and it's nice to see people physically relaxed around you when they realise you just want to help them. When people are comfortable talking to you, they are more likely to engage with you.

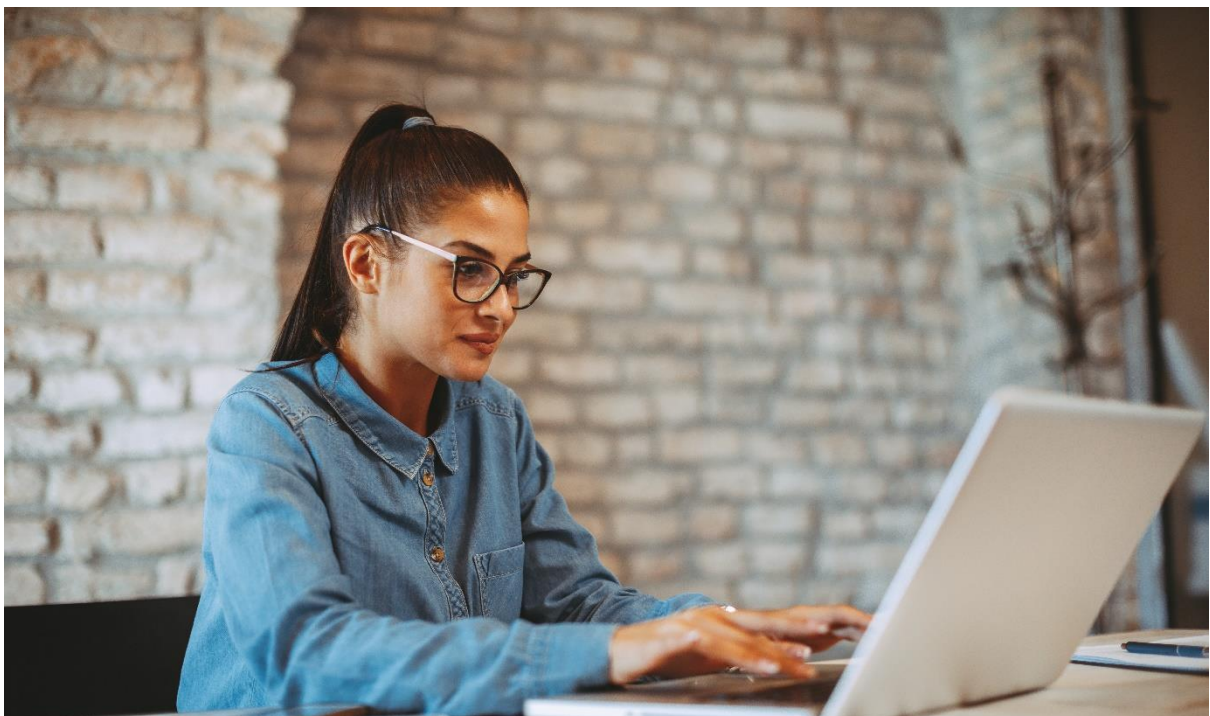
Do you have any recommendation for young people thinking about starting a career in the automotive industry?

I would suggest to anyone to at least give it a try. Especially, if you are not sure about what you want to do. It's a really good industry to start a career. Plus, at the end of the day, in my sector, you are in charge of what you earn. The company gives us a basic salary and there isn't any pressure on you to meet targets. You get different types of objectives in all industries, performance reviews for example, but you get a lot of support here. Overall, you feel good when you meet your targets. It gives you a push with clear, achievable goals.

The start of this career has helped me a lot also in my personal life, it has given me a path to follow.



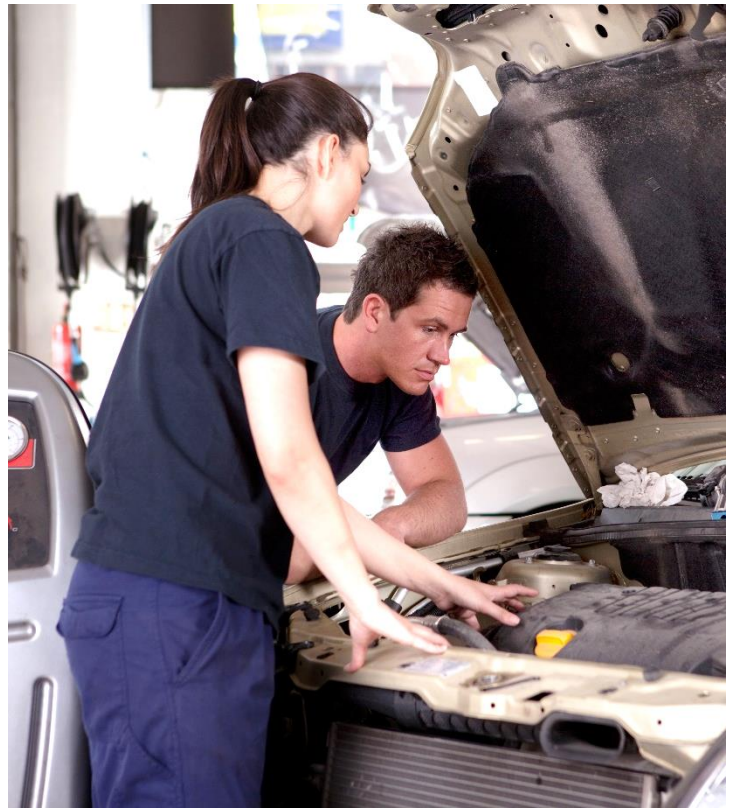
Training and Development



After leaving education, it can be difficult to start a full-time role with little to none experience.

An apprenticeship allows your child to continue to learn and gain a further understanding of a career sector, while earning money.

Apprenticeships provide experience of working in a workplace such as an office or a dealership, along with expanding key skills, such as, organizational, time management and teamwork, as well as the ability to work independent.



Automotive apprenticeships help new starters develop the skills they need. The training will vary depending on the job role; however, elements could include understanding the workings of a car, how to secure a sale or handling data on a computer software. Throughout an apprenticeship, they will be working alongside an experienced employee to help further understand the role.





“ An apprenticeship was the best way for me to kick-start my career in a business area I enjoy! ”

Qualifications

Before the apprenticeship:

Generally, the automotive industry requires candidates to have 5 GCSEs at grades 9 to 4 (A* to C), including English and Maths.

Some companies may require a specific GCSE qualification in the business sector the candidate is applying for. For example, a Science qualification for a technician role.





After the apprenticeship:


At the end of the apprenticeship, your son or daughter will gain a nationally recognised qualification in the specific business area.

The salary for an apprenticeship will depend on the company the candidate works for. In general, from April 2020, the minimum wage for an apprentice is £4.15 (under the age of 19 and any apprentice, regardless of age, in their first year of the apprenticeship). However, this doesn't mean that the wage won't increase throughout their time at the company.

Junior roles in the industry have competitive based salaries. Usually in sales, the employee will work on a high basic salary with a low commission rate or a low basic salary with a high commission rate. An average salary in the UK for a Junior Sales Executive is between £22,000 and £26,000.

An example of a starting salary in a qualified technician role could be between £20,000 to £28,000.

Salary

A photograph of a red car in a dealership, with a white circular text overlay in the center. The car is parked on a polished floor, and its reflection is visible. In the background, other cars and large windows are visible, suggesting a modern dealership environment.

The retail side of the automotive industry is one of the biggest and most varied sectors you can get into.

With thousands of dealerships all over the UK, your local one might have the perfect opportunity for you.

How does my child apply for a career?

Step 1)

Visit our website

www.drivemycareer.co.uk

Step 2)

Enter the postcode in the search bar

Step 3)

Click on a local dealership and apply for a new career!



DRIVE
MY CAREER



www.drivemycareer.co.uk

