



## Automotive Dealers

**With the struggling economic times we face on a daily basis, searching for a job that offers some stability just adds to the frustration and stress we feel. Looking for a simple nine-to-five job can be a daunting task. There are jobs available, but searching for them can be a long process with no end in sight. What is important is maintaining a positive attitude and knowing, not just thinking, you will get the job you want. Odds are no one will just hand you a high-paying job with outstanding benefits; you will have to invest in your education and training.**

We all know what [automotive dealers](#) provide. They are middle men between the consumers and the automotive industry. There are two different categories of automotive dealers: used-car dealers and new-car dealers. Obviously selling both used and new cars is profitable to the dealer because of trade-ins, new repair, and maintenance. New automotive dealers often sell many types of cars from a certain company. Used automotive dealers can have a mixture and the dealerships are independently owned.

Automotive repair is the largest field of repair in the employment industry. With many plants being closed and many jobs losses in recent years, the [automotive industry](#) has provided one of the largest work forces in the entire country. Automotive dealers provide automotive repair and [automotive parts](#) fixing bumpers, removing dents, and overall general maintenance. Performing repair services is profitable for the dealers and can lead to financial gains in other departments as well. Shop managers who work in automotive repair oversee technicians and train them, making sure they are doing the job efficiently and productively. To increase consumer satisfaction, appointments for the costumers are generally needed to determine what the technical issues are and how to resolve the problem.

Competition for automotive-repair jobs is greatly increasing, and many employers want employees who have a post-secondary degree from a vocational school or community college. Also, a certification from the National Institute for Automotive Service Excellence (ASE) will provide those who wish to start a career in the automotive industry a good start on the right path. This will increase an individual's appeal and more opportunities for advancement will present themselves. The majority of those who work in the automotive repair field will work under more-experienced workers and will learn new techniques and new technologies as they develop.

Automotive dealers have seen a surge in used-cars sales and expect the sale of used cards to increase over the next

decade. Cars are being built more efficiently and have a longer life-expectancy. During economic down times, the sale of new cars slows because more people look to buy quality used-cars at a much cheaper price. New automotive dealers can provide more services such as warranties and maintenance on used cards, because they typically have a higher volume of cars. Having an overload of new cars in the dealership won't make them any money, so they offer many features for consumers to be more attracted to newer cars rather than used ones.

Gas prices also affect the purchase of sales in certain types of cars. Larger cars such as SUVs and vans will see sales decline due to their high volume of fuel consumption. With more fuel-efficient cars being developed, consumers may be willing to spend more on hybrid and fuel-saving cars if it saves them money in the long run. While technology has not yet met the demand for more fuel-efficient cars in the mainstream, it seems the automotive industry is on its way.

We now live in the Internet generation and people who spend time searching for a used car on the Internet will benefit because they are well-informed. Those interested in purchasing a used car should be as knowledgeable as possible to avoid being taken advantage of. Many of us have had the experience of having a salesman pressure us to buy a certain car. It is not a comfortable situation; knowing as much as possible before going to the automotive dealer's is surely a plus. Knowing the make, model year, and average price before entering the dealership will help you find what you are looking for much faster and ensure a better deal.

The smaller automotive dealers are becoming increasingly more popular as well, as buyers' spending limits decrease in trying economic times. With a lower production of newer cars, people will seek an affordable used car to meet their needs. With strenuous economic times, people are now leasing more cars instead of purchasing, since this allows buyers to lower their monthly payments. Buying a new car is a long-term commitment, just like a home, and people may be reluctant to take the plunge.



## Automotive Career Feature

Those who work in the automotive industry in the automotive repair shop make from \$16.00–\$18.00 per hour, depending on experience, location, and the size of shop. Depending on which type of automobile maker you are involved with will also influence your salary. Foreign and imported cars will need those who know foreign mechanics and parts. The typical working hours for those in the automotive repair are at least

40 hours per week; more is needed on average. Working efficiently yet quickly is very important, not only to customer satisfaction, but also to show your employer you are able to handle your duties. This can make advancement the next step in your [automotive industry career](#).

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