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THE INSTITUTE OF THE MOTOR INDUSTRY

Skills
Development
Scotland

Alliance
Sector Skills Councils
Scotland

RETAIL MOTOR INDUSTRY.



What is it?

The automotive retail industry is vital to the smooth running of the UK economy as it is concerned with the sale, rental / leasing, maintenance and repair of the 35.2 million vehicles on the roads in the UK and their associated parts. The businesses within the sector are diverse and include; vehicle dealerships, independent garages, car supermarkets, rental and leasing operations, fast-fit outlets, roadside assistance operations, accident repair centres and wholesale and retail parts suppliers.

The automotive retail sector in Scotland employs some 50,000 employees, 2% of the Scottish workforce working across 5,340 business units. The majority share of business units is made up of micro-businesses (85%), though over half of all employees (64%) work within small-to-medium enterprises. Scotland accounts for 7% of businesses in the sector and 10% of employees.

Where do I start?

The skills and qualifications needed vary and range from Modern Apprenticeships and Scottish Vocational Qualifications (SVQs) to Higher National Certificates / Higher National Diplomas and professional qualifications.

Further information on the skills and qualifications needed for different occupations within the automotive retail industry can be found at www.autocity.org.uk.

What are the jobs?

The industry needs people across a huge range of functions. You can break down the parts of the retail motor industry six ways:

- Maintenance, repair and fast-fit;
- Vehicle sales;
- Vehicle parts;
- Body repair and refinishing;
- Rental and leasing;
- Roadside assistance.

What skills & strengths do I need?

Many skills needed in the motor industry are transferable, like management skills, customer service skills, ICT skills and so on. There are technical roles for people who like to use their hands and work with technology and also office-based roles throughout as people are needed in finance, marketing, sales, customer service and administration.

Frequently asked career-related questions can be found at www.motor.org.uk/careers/careers-questions.html.

Did you know?

Given the nature of the sector, there is a high demand for technical skills, and the pace of change and development in technology can make it difficult for businesses to keep up to date. 85% of the sector's businesses are micro-businesses.

There are more men than women employed in the sector and there is huge demand for more females in the workforce and it makes sense, when you realise that the majority of private car buyers are in fact women.

How I did it.

Sean Tubby

HGV Technician for Hendy Van and Truck

"I currently work for Hendy Van and Truck in Southampton as an HGV technician in the IVECO workshop. I've worked there for four and half years after joining the team as an apprentice. While studying for my apprenticeship at Bridgwater College, I also took a work placement at the Bovington Army Camp in Dorset. My tutor at Bridgwater suggested I might like to attend as it was an opportunity to gain new skills and experience. I enjoyed my time there as I was working alongside more experienced technicians and on a variety of heavy vehicles.

"I'd love to become a lecturer and teach others who are interested in the automotive industry. I've already completed an HNC in automotive management and technology and am now half way through a 12 week PTLLS (Preparation to Teach in Lifelong Learning Sector) course at my local college. I'm studying for this course after I've completed a full day at work!"

Useful links.

Institute of the Motor Industry:

Autocity:

Alliance Scotland Careers IAG fact sheets:

Skills Development Scotland:

www.motor.org.uk/careers

www.autocity.org.uk

www.alliancescotland.org/publications/IAGfactsheets/

www.skillsdevelopmentscotland.co.uk