

State of the Industry - Automotive Wholesale and Retail

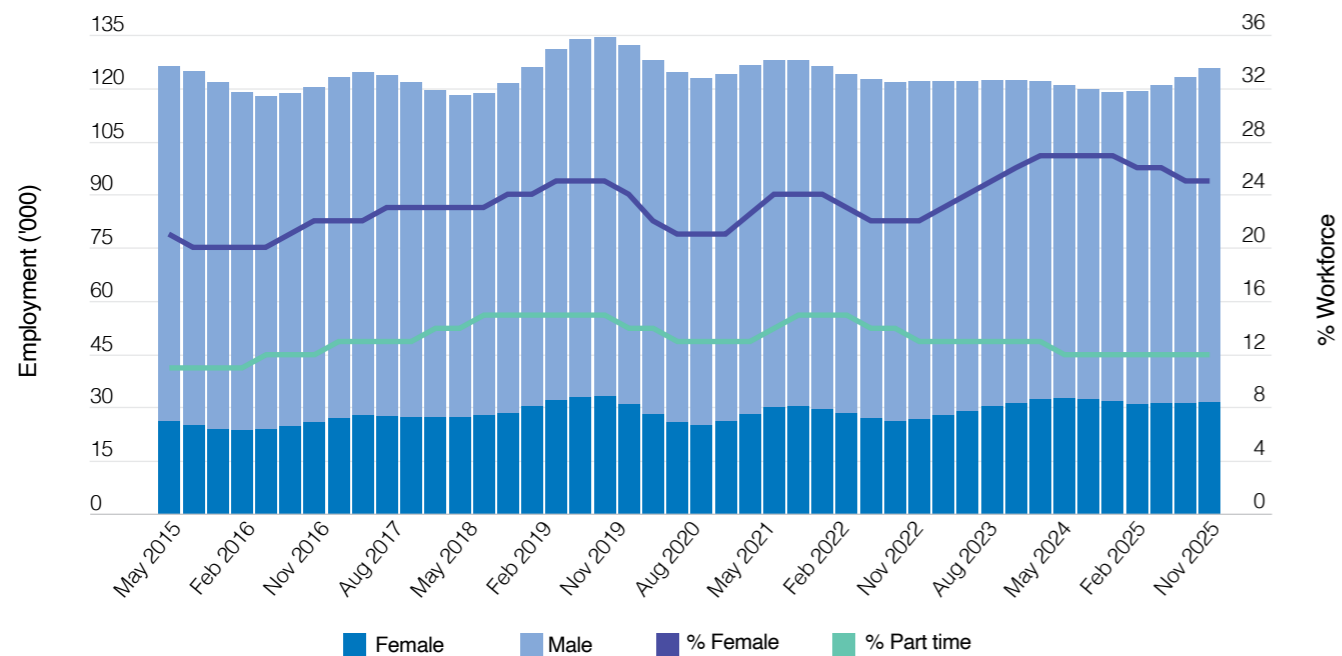
The Motor Vehicle and Motor Vehicle Parts Retailing and Wholesaling sector has seen improved female participation since 2022.

Female representation is at 25.1% in November 2025. Meanwhile, the proportion of part-time employees has declined over recent years to 11.7% (Figure A10). Motor Vehicle Dismantling and Used Parts Wholesaling has the most pronounced gender imbalance, with approximately 6.2 males for every one female.

Victoria has the most motor vehicle parts retailers in the country.

Melbourne's large vehicle base drives consistent demand in the state, while the state's location and logistics hubs enhance supply chain efficiency.¹ VIC also accounts for 27.8% of employment in the automotive retailing and wholesaling industry, and has the highest concentration of businesses, representing 30% of the total (Figure A11). Notably, QLD accounts for the majority of then enrolments (57%), compared with a share of the employment in the sector (27%).

Figure A10: Automotive Wholesale and Retail employment, 2015–2025

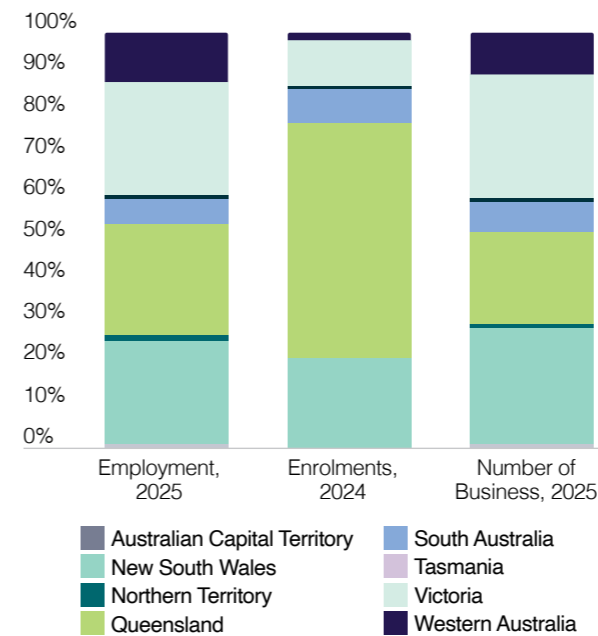


Source: ABS, Labour Force, Australia, Detailed, November 2025; Trended by AUSMASA.



¹ IBISWorld, "Motor Vehicle Wholesaling in Australia", 2025.

Figure A11: Number of employments, delivery providers and businesses by state, 2024–2025



Source: ABS, Labour Force, Australia, Detailed, November 2025; Trended by AUSMASA; ABS, "Counts of Australian Businesses, including Entries and Exits, June 2021 to June 2025", December 2025; VOCSTATS, "Total VET students and courses 2015-2024", 2024.

2 out of 11 key occupations in the automotive wholesaling and retailing industry are experiencing shortages in 2025.

Employment in Motor Vehicle and Motor Vehicle Parts Retailing and Wholesaling is dominated by Motor Vehicle and Vehicle Parts Salespersons (29,800), followed by Motor Mechanics (Automotive Technician) (14,200) and Retail Managers (10,200) (Table A5). The increasing electrification in the Automotive sector will see increased demand for electrical and digital skills, especially in the retail space and in customer facing roles to act both as a facilitator and educator.



Table A5: Key occupations, 2025

Occupations	Employed	10-yr vacancies change	Included in CSOL?	Shortage
Motor Vehicle and Vehicle Parts Salespersons	29,800	49%	No	NS
Motor Mechanics	14,200	108%	Yes	S
Retail Managers	10,200	19%	Yes	NS
Motor Vehicle Parts and Accessories Fitters	3,900	11%	No	NS
Sales Representatives	3,700	-13%	No	NS
Car Detailers	3,500	-6%	No	No data
Purchasing and Supply Logistics Clerks	3,200	47%	No	NS
Sales Assistants (General)	2,900	5%	No	No data
Delivery Drivers	2,900	96%	No	NS
Storepersons	2,700	50%	No	NS
Diesel Motor Mechanic	701	No data	Yes	S

Source: ABS, Labour Force Estimate: Customised Report, 2026; JSA, "Occupation Shortage List", 2025; JSA, "Internet Vacancy Index (IVI)", February 2026; Department of Home Affairs, "The Core Skills Occupation List", 2024; Note: 1. RS: Regional Shortage; S: Shortage; NS: Not in Shortage 2. Employment is calculated as the four-quarter average for 2025 across occupation unit groups within each sub-industry, rounded to the nearest 100. For Diesel Motor Mechanics, the 2021 census employment figure is used instead.