

Door-to-door Sales Agent

A door-to-door sales agent goes round the homes or workplaces in an area, selling goods and services. This is usually cold calling – visiting prospective customers without their prior knowledge.

They are also called door canvassers.

The Work

You could be:

- going on foot from door-to-door, either putting leaflets or catalogues of the things you are selling through the letterboxes or knocking on the door and speaking to people directly
- returning to collect the catalogues and taking orders for the goods
- delivering ordered goods and taking the money
- filling up order forms and balancing the accounts
- processing complaints if the customers are not pleased with the goods
- selling energy supplies, telephone and broadband services to new customers or winning back ex-customers for companies
- providing a lunchtime food service to shops and offices.

Pay

The figures below are only a guide. Actual pay rates may vary, depending on:

- where you work
- the size of company or organisation you work for
- the amount of commission you earn – this will vary from month to month.

Some employers offer a basic income before commission in the range of £11,000 to £16,000 a year. With commission salaries can rise to around £32,000 or more.

Conditions

- You will be outdoors in all weathers.
- You will be walking most of the time, and sometimes climbing stairs in tenements or blocks of flats.
- You will work long hours, including evenings and weekends.
- You might sometimes travel long distances and spend overnights away from home.
- Your earnings will be different from week to week because they will depend partly or completely on commission from what you sell.
- You may have sales targets to meet.
- Your contract might be on a self-employed basis which means that you don't get holiday or sick pay.

Getting In

- You do not need formal qualifications, but a good general education is useful.
- A driving licence is useful and often necessary.
- Some employers prefer you to have your own transport.
- Examples of what you might sell include household goods for a wholesale company, energy supplies for a gas or electricity company or telephone, TV and broadband services.

What Does It Take

You should be:

- fit enough to walk and climb stairs
- smartly dressed
- polite and persuasive
- organised
- able to work alone
- good with numbers
- honest and trustworthy.

You should have:

- strong communication skills
- self-motivation
- confidence
- resilience, for dealing with situations where people don't want cold calling.

Training

Training is on the job.

Getting On

- Door-to-door agents sell goods for a wide range of employers. However, because of the growth of mail order and internet selling, vacancies for door-to-door agents are decreasing.
- You have better promotion chances in a big company where you could become a supervisor in charge of a team of agents.
- You could learn to train new agents.
- You could also become self-employed.

Contacts

Direct Selling Association (DSA)

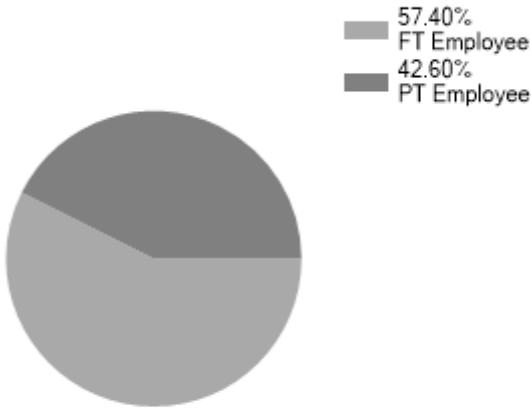
Tel: 01604 625700

Email: dsaoffice@dsa.org.uk

Website: www.dsa.org.uk

Statistics

Employment Status UK %

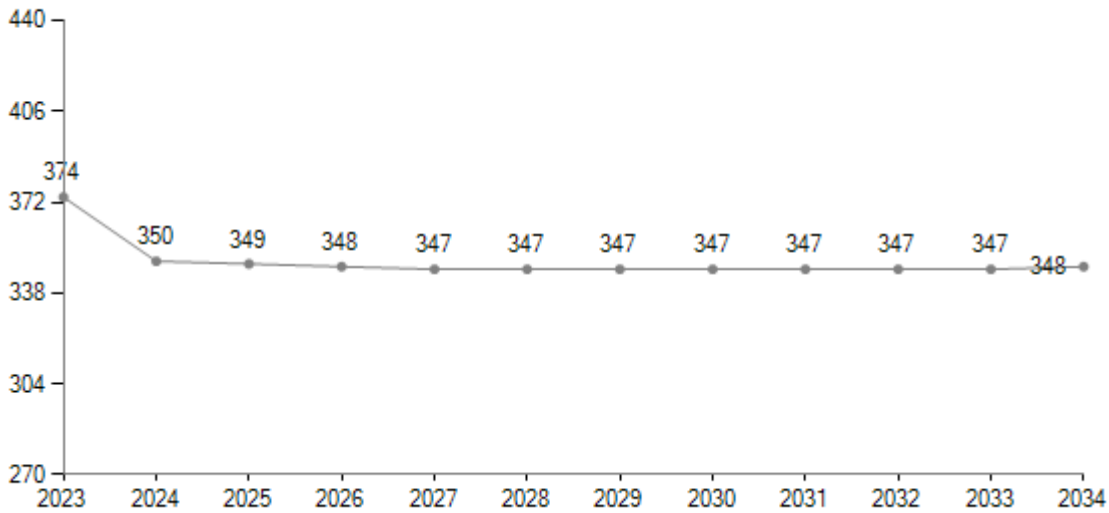


Past Unemployment - Scotland

No Claimant statistics available for Scotland.

LMI data powered by [LMI for All](#)

Predicted Employment in Scotland



LMI data powered by [Lightcast](#)