

Delivery Truck Drivers and Driver/Sales Workers

SOC: 53-3031 • Career Profile Report

■ Key Facts

\$42,770

Median Salary

1,531,300

Employment

+8.0%

Growth Rate

■ Requirements & Salary Range

Education: High school diploma

■ Automation Risk Assessment

Medium Risk - 35.0% probability of being automated in the next 10-20 years.

This job has some routine elements but still requires human judgment and interaction.

■ Work-Life Balance

3.8/10 - Challenging work-life balance

■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	8.6/10	Investigative	4.4/10
Artistic	3.4/10	Social	5.8/10
Enterprising	4.8/10	Conventional	7.4/10

■ Top Skills Required

Customer-service skills, Hand-eye coordination, Math skills, Patience, Sales skills, Visual ability

✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

■ Challenges

- Burnout Risk
- Rapid Technological Change

■ What They Do

Delivery Truck Drivers and Driver/Sales Workers transport and deliver **goods, products, and materials to businesses or residential customers**. They plan routes, load and unload cargo, and provide customer service. Their work is critical in logistics, retail, and distribution operations.

This career is well suited for individuals who enjoy driving, customer interaction, and time management.

What Do Delivery Truck Drivers and Driver/Sales Workers Do?

These professionals operate vehicles to transport goods safely and efficiently, often handling delivery and sales tasks.

Common responsibilities include:

- Planning delivery routes and schedules
- Loading, unloading, and securing cargo
- Operating trucks and delivery vehicles safely
- Delivering products to customers and obtaining signatures or payments
- Providing customer service and handling inquiries
- Maintaining records of deliveries and routes
- Inspecting vehicles and reporting maintenance needs

Key Areas of Delivery and Driver/Sales Work

Drivers may focus on specific delivery types or sales responsibilities:

- Local and Regional Deliveries: Transporting goods within defined areas
- Route Planning and Navigation: Optimizing travel for efficiency and timeliness
- Customer Interaction and Sales: Providing product information, collecting payments, or promoting sales
- Cargo Handling and Safety: Loading, unloading, and securing products
- Vehicle Inspection and Maintenance: Ensuring trucks are in proper working condition

Skills and Abilities Needed

Delivery drivers combine driving skills, customer service, and organizational ability.

Core Professional Skills

Personal Qualities That Matter

Education and Career Pathway

This role typically requires minimal formal education and practical experience:

- High School Diploma or GED (minimum): Basic math, communication, and driving skills
- On-the-Job Training: Learning routes, delivery procedures, and customer service practices
- Commercial Driver's License (CDL) (if applicable): Required for operating larger trucks
- Continuous Learning: Staying updated on traffic regulations, delivery systems, and safety procedures

Where Do Delivery Truck Drivers and Driver/Sales Workers Work?

They are employed in industries that transport and deliver goods:

- Retail and Wholesale Distribution
- Parcel and Package Delivery Services
- Food and Beverage Delivery Companies
- Manufacturing and Industrial Suppliers

- Self-Employed or Independent Delivery Services

Work environments include delivery vehicles, warehouses, retail locations, and customer sites.

Is This Career Difficult?

This career requires physical stamina, safe driving, and customer service skills. Drivers must manage schedules, handle cargo carefully, and adapt to traffic or weather conditions.

Who Should Consider This Career?

This career may be a strong fit if you:

- Enjoy driving and traveling locally or regionally
- Can provide good customer service
- Are physically capable and safety-conscious
- Can manage time and routes efficiently
- Want a career in logistics, delivery, or sales support

How to Prepare Early

- Take courses in driving safety, logistics, or customer service
- Gain experience through part-time delivery, courier, or warehouse work
- Develop time management, route planning, and customer interaction skills
- Obtain necessary licenses, such as a CDL, if applicable
- Stay informed on traffic regulations, delivery technology, and safety standards

Delivery truck drivers and driver/sales workers ensure that products reach customers efficiently and safely, supporting logistics, sales, and distribution operations.

*Generated by StartRight • Data from U.S. Bureau of Labor Statistics & O*NET*

Source: <https://www.bls.gov/ooh/transportation-and-material-moving/delivery-truck-drivers-and-driver-sales-workers.htm>