

## **D. Sales workers**

This group comprises individuals engaged in the work of purchase and sale of corporeal merchandise, buying and selling of real estate, negotiable securities and others, the sales-like work of mediation, agency or brokerage for sales of corporeal merchandise, real estate, negotiable securities and others, the work in business operation of soliciting, negotiation, taking orders and conclusion of contracts related to sale, manufacture, servicing and other aspects of merchandise, and acting as agency, soliciting and other work for insurances.

However, individuals engaged in customer services associated with sales are classified under Major Group E [Service workers].

### **32 Merchandise sales workers**

This group comprises individuals engaged in the work such as purchasing and sales of corporeal merchandise.

#### **321 Retailers, retail manager**

This group comprises individuals mainly engaged in the work such as purchasing and selling merchandise among those who own and manage retail outlets and are themselves engaged in the work such as purchasing and selling merchandise.

However, individuals mainly engaged in the work of administration and management are classified under Unit Group [021 or 049] in Major Group A - Administrative and managerial workers, and individuals engaged in the work of selling merchandise by hawking, peddling and in street stalls are classified under Unit Group [324].

#### **322 Wholesalers, wholesale manager**

This group comprises individuals mainly engaged in the work such as purchasing and selling merchandise among those who own and manage wholesale outlets and are themselves engaged in the work such as purchasing and selling merchandise.

However, individuals mainly engaged in the work of administration and management are classified under Unit Group [021 or 049] in Major Group A - Administrative and managerial workers, individuals engaged in the work of mediating or brokering merchandise sales are classified under Unit Group [339].

### **323 Shop assistants**

This group comprises individuals engaged in the work of selling merchandise in shops as employees (including family employees).

However, individuals engaged only in sales as auxiliary to the sale of merchandise are classified under Unit Group [341-345], and individuals engaged only in delivering merchandise are classified under Unit Group [705].

Also, individuals engaged in the work of selling merchandise by hawking, peddling and in street stalls are classified under Unit Group [324].

### **324 Home visit and mobile sales workers**

This group comprises individuals engaged in the work of selling merchandise by visiting homes or peddling with merchandise carried (home visit sales workers) and the work of selling merchandise, food and drink in street stalls and other mobile stores (mobile sales workers).

### **325 Recycled resources collection and wholesale workers**

This group comprises individuals engaged in the work of collecting, buying or wholesaling fiber waste, scrap iron, wastepaper and other recycled resources.

### **326 Goods purchase canvassers**

This group comprises individuals engaged in the work of visiting other persons and stocking and buying merchandise.

### **33 Quasi-sales workers**

This group comprises individuals engaged in the work of agency or mediation for sale transactions between others, the work of acting on behalf of others in sale transactions, the sale or purchase of real estate or negotiable securities, and other quasi-sales work not classified elsewhere.

#### **331 Real estate agents and dealers**

This group comprises individuals engaged in the work of agency or mediation in the sale, lease or exchange of land or buildings in stores (Real estate agents) and individuals engaged in purchase and sale or exchange of land or buildings in stores (Real estate dealers).

However, individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating or taking orders with regard to sales of real estate are classified under Unit Group [347].

#### **332 Insurance agents and brokers**

This group comprises individuals engaged in the work of concluding contracts, mediating in the payment of insurance premiums and other operations concerning life, fire, marine, transport and other insurance as agents in behalf of insurance companies (Insurance agents), and individuals engaged in the work of providing insurance policyholders with advices about optimum insurance products and related services (Insurance brokers).

#### **333 Stock dealers, stock brokers, finance brokers**

This group comprises individuals engaged in work such as the sale and purchase of government bonds, corporate debentures, investment securities or stocks and others in stores (stock dealers); individuals engaged in brokerage, mediation or agency in sale transactions, and brokerage, mediation, agency or underwriting of commissions for sale transactions of the said negotiable securities (stock brokers); and individuals engaged in brokerage for financial transactions between banking institutions and financial dealings of funds, currency exchange and others (finance brokers).

However, individuals engaged in the work of developing financial commodities or insurance products are classified under Unit Group [184], and individuals engaged in the work of soliciting for transactions in negotiable securities are classified under Unit Group [346].

### **334 Pawnbrokers and pawnshop workers**

This group comprises individuals engaged in the work such as confirming the relationship between pawners and pawned goods, appraisal of collateral security, conclusion of pawn contracts, loans of money and storage of pawned goods.

### **339 Other quasi-sales workers**

This group comprises individuals engaged in moneylending, advertising and other sales or quasi-sales work not included in Unit Groups [321-334].

### **34 Sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling corporeal merchandise; individuals engaged in visiting potential clients for the purpose of soliciting, canvassing or concluding contracts for financial commodities or insurance products; and individuals engaged in visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling real estate or services.

However, individuals engaged in the work of carrying merchandise and visiting potential clients for the purpose of selling them are classified under Minor Group [32].

#### **341 Food sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling food articles.

#### **342 Chemical sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling chemical goods.

#### **343 Medicine sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling medical goods.

#### **344 Machinery sales workers (except communication equipment)**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling machinery and equipment.

However, individual engaged in transactions for communications machinery and equipment are

classified under Unit Group [345].

### **345 Communication and system sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling or using communication lines, machinery and equipment, and individuals engaged in the work of visiting potential clients for the purpose of making suggestions on systems related to data processing or data communications designed to resolve the clients' issues or fulfilling the clients' requirement and soliciting, negotiating, taking orders or concluding contracts for transactions of selling merchandise or services (hardware, software, communication lines, support personnel, etc.) necessary for such resolution or fulfillment.

However, individuals engaged in sales of individual units of hardware are classified under Unit Group [344], and individuals engaged in sales of individual units of software are classified under Unit Group [349].

### **346 Finance and insurance sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, canvassing or concluding contracts related to sales or financing of financial commodities and insurance products.

### **347 Real estate sales workers**

This group comprises individuals engaged in the work of visiting potential clients for the purpose of soliciting, negotiating, taking orders or concluding contracts for transactions of selling real estate.

### **349 Other sales workers**

This group comprises individuals engaged in sales work not included in Unit Groups [341-347].