



THE BENEFITS OF

Automotive Technician Careers

NHADA WORKFORCE INITIATIVE



WHY BECOME AN AUTO TECHNICIAN?

These days it's not easy to find a high-quality, good-paying job that offers someone without a four-year college degree the ability to advance into management and even ownership positions in a company.

But today, automotive technicians at new-car and -truck dealerships have all of these opportunities.

The average compensation of an automotive service technician at a new-car dealership is over \$61,000 per year (including health and retirement benefits). Top technicians can make over \$100,000 per year, and managers can make even more.

And with a projected shortage of 370,000 auto service technicians through the year 2026, these jobs are in high demand at local dealerships in all regions of the country. Technician jobs are also available at America's car and truck auctions, where millions of used vehicles are serviced before sale every year.

750,000 total
auto service techs

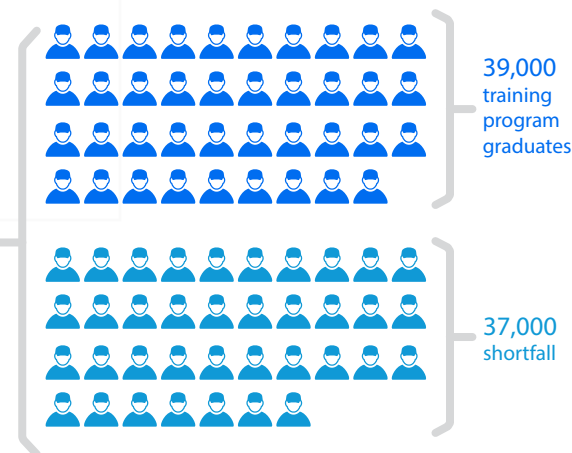
1M
AUTOMOTIVE
SERVICE TECHS

250,000 TOTAL DIESEL
TECHS

Source: Bureau of Labor Statistics

TECHNICIAN SHORTAGE

76,000
techs needed
to keep up
with demand



Total shortfall in 10 years: 370,000

JOBS EVERYWHERE, TRAINING EVERYWHERE

Local dealerships that service new cars and heavy trucks exist in virtually every community across America, from Miami to Anchorage and everywhere in between.

While some service jobs with on-the-job training are available at dealerships, more complex service work must be done by certified technicians. Prospective technicians can find state-of-the-art training in dynamic, two-year programs at community colleges or technical schools. Training and certification can also be achieved at some high schools.

After an apprenticeship or training at a community college or technical school, technicians can receive ASE (Automotive Service Excellence) certifications, the standard automotive industry certifications.

More than 610 training programs exist in facilities across America in every state.

Visit nadafoundation.org/join-workforce to view an interactive map with a full list of technician training centers nationwide, including those closest to you.

NUMBER OF TRAINING CENTERS BY STATE



Source: ASE

SERVICE TECH JOBS ARE HIGH-TECH JOBS

Years ago, “technician” took the place of “mechanic” in the automotive vocabulary, as cars and trucks—and the skills needed to service them—became increasingly complex.

Today’s new cars and trucks take this to a whole new level. They are intricate systems combining computers, mechanical and software elements with precision cast parts.

This means much of today’s service work involves the use of computers and high-tech diagnostic equipment. Working on these machines involves problem solving and can be both challenging and rewarding.

Visit nadafoundation.org/updates to hear from real technicians about the work they do, and the lifestyle their careers provide.

“I SPEND ALMOST HALF OF MY TIME ON A COMPUTER. WE HAVE A LOT OF SOFTWARE RUNNING, A LOT OF ELECTRICAL IN THE VEHICLES. THERE ARE MULTIPLE NETWORKS RUNNING, SO IT’S NOT JUST NUTS AND BOLTS ANYMORE, IT’S UNDERSTANDING HOW ALL OF THE SYSTEMS AND COMPONENTS WORK TOGETHER.”

~Todd Parker
Master Technician
Colorado



ADVANCEMENT OPPORTUNITIES

It’s not uncommon for automotive technicians to advance significantly within a dealership over the course of their careers. Common ways to advance are through increasing certifications to perform more complicated work—starting as a level 1 technician doing maintenance work and advancing eventually to become a level 4 master technician certified to service virtually all systems in the vehicle.

On a separate career track, some technicians transition to the customer service side and become service-writers, working with customers to identify their needs and schedule service and maintenance.

Still others progress into management, some moving into the parts department of a dealership, others managing entire service operations. Service operations at some dealerships can involve managing dozens of technicians and hundreds of service and maintenance orders each day.

Still others become owners of local dealerships. Mike Jackson, chairman of America’s largest dealership group, AutoNation (which operates more than 230 dealerships nationwide), started his career as a service technician in Cherry Hill, New Jersey!

Mike Jackson, chairman of AutoNation ▶



SCHOLARSHIP OPPORTUNITIES

Local dealerships and associations fund hundreds of scholarship opportunities for aspiring technicians each year. Many of these scholarship opportunities can fund a prospective student’s entire enrollment in an automotive service training program. For a listing of automotive technician scholarships, visit nadafoundation.org/join-workforce/find-scholarships.

HOW TO GET STARTED AS AN AUTOMOTIVE SERVICE TECHNICIAN

Achieving the highest level of technical expertise is a process; there are no shortcuts. But while formal training programs can be important, on-the-job experience and a general mechanical interest and ability are critical. Computer skills are increasingly valuable as well.

A good place to start is an entry-level position in the service department or body shop of an auto or truck dealership or an auction, even without any training. The dealership will often oversee and pay for your training and certification on the vehicle brands they sell and service. (Many manufacturers have their own training programs and criteria, available only to dealership-sponsored students.)

Once you're in the door, a continuous interest in advancing to the next level and acquiring the skills to do that will help you achieve success; well-run dealerships will constantly make you aware of your progress and help you move up.

MEDIAN NATIONWIDE SALARY

\$61,067
+Benefits

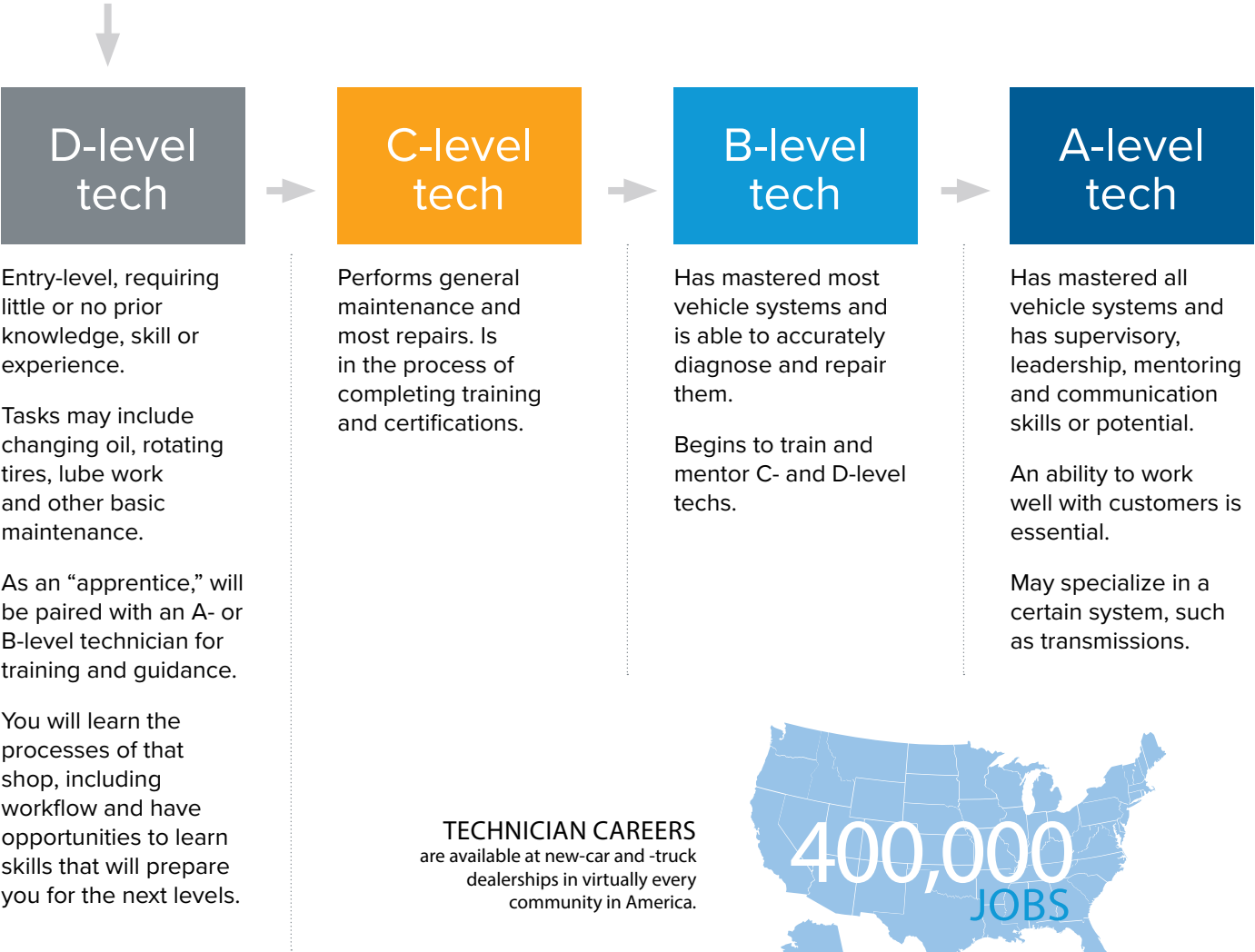
While some organizations—most notably ASE, or the National Institute for Automotive Service Excellence—have established testing and certification procedures, there is no industry-wide standard. The same is true for recognized levels of skill and knowledge.

In many shops, techs must supply their own tools although, increasingly, some dealerships provide some tools as incentives to recruit and retain talented technicians.

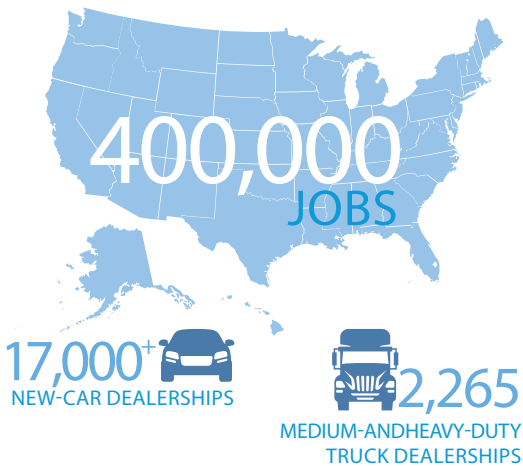
Experienced, well-trained technicians will always be in demand and able to earn top-dollar. If you enjoy the work, putting in the time and effort to complete training and certification will virtually always pay off.



Most dealerships use some form of tiered system; here are some general guidelines.



TECHNICIAN CAREERS are available at new-car and -truck dealerships in virtually every community in America.





New Hampshire Automobile Dealers Association
nhada.com