



**Fair Work**  
OMBUDSMAN

## **Pay Guide - Commercial Sales Award**

**[MA000083]**

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Pay rates change from 1 July each year, the rates in this guide apply from the first full pay period on or after 01 July 2017.

Information about the definition and operation of allowances, penalties and overtime can be found in the [award](#) and the [Pay and Conditions Tool](#).

The best way to get general pay and conditions advice is to register for [My account](#) on our website. Once you have registered you can ask questions and save replies, view tailored information relevant to you and save pages, pay rates and awards.

## Rates of pay

### Adult

#### Full-time & part-time

Classification	Weekly pay rate	Hourly pay rate	Saturday	Sunday	Public holiday - sales	Travelling time on a public holiday	Overtime
Probationary traveller	\$730.62	\$19.23	\$28.85	\$38.46	\$48.08	\$28.85	\$28.85
Merchandiser	\$753.40	\$19.83	\$29.75	\$39.66	\$49.58	\$29.75	\$29.75
Commercial traveller	\$811.80	\$21.36	\$32.04	\$42.72	\$53.40	\$32.04	\$32.04
Advertising sales representative	\$811.80	\$21.36	\$32.04	\$42.72	\$53.40	\$32.04	\$32.04

### Casual

Classification	Hourly pay rate	Saturday	Sunday	Public holiday - sales	Travelling time on a public holiday	Overtime
Probationary traveller	\$24.04	\$33.65	\$43.27	\$52.88	\$33.65	\$33.65
Merchandiser	\$24.79	\$34.70	\$44.62	\$54.53	\$34.70	\$34.70
Commercial traveller	\$26.70	\$37.38	\$48.06	\$58.74	\$37.38	\$37.38
Advertising sales representative	\$26.70	\$37.38	\$48.06	\$58.74	\$37.38	\$37.38

### Junior - Full-time & part-time

Classification	Hourly pay rate	Saturday	Sunday	Public holiday - sales	Travelling time on a public holiday	Overtime
18 years or under	\$14.42	\$21.63	\$28.84	\$36.05	\$21.63	\$21.63
19 years	\$17.09	\$25.64	\$34.18	\$42.73	\$25.64	\$25.64
20 years	\$19.22	\$28.83	\$38.44	\$48.05	\$28.83	\$28.83

### Junior - Casual

Classification	Hourly pay rate	Saturday	Sunday	Public holiday - sales	Travelling time on a public holiday	Overtime
18 years or under	\$18.03	\$25.24	\$32.45	\$39.66	\$25.24	\$25.24
19 years	\$21.36	\$29.91	\$38.45	\$47.00	\$29.91	\$29.91
20 years	\$24.03	\$33.64	\$43.25	\$52.86	\$33.64	\$33.64

## Allowances

Allowances	Rate
Accommodation reimbursement	reimbursement for the cost of 3 star accommodation
Change of address reimbursement - not casuals	reimbursement for the cost of relocating personal and household items and immediate dependent family
Entertainment expenses reimbursement	reimbursement for the cost of approved entertainment expenses
Laundry reimbursement - more than a weekend away from usual place of residence	reimbursement for the cost of laundry expenses
Living away from home allowance - more than two nights away from usual place of residence	\$55.72 per week
Meals reimbursement - overnight stay away from usual place of residence	reimbursement for the cost of meals, including morning and afternoon tea
Parking fees reimbursement	reimbursement for the cost of necessary parking fees
Rail and airline fares reimbursement	reimbursement for the cost of the tickets
Telephone and internet equipment reimbursement	reimbursement for the cost of purchase, installation and rental
Telephone usage reimbursement	reimbursement for the cost of business calls
Training reimbursement	reimbursement for the cost of fees and expenses
Transport due to injury or illness reimbursement	reimbursement for the cost of transport
Vehicle allowance - motor car	\$0.78 per km
Vehicle allowance - motor cycle	\$0.26 per km
Vehicle alteration or modification reimbursement	reimbursement for the cost of alterations or modifications
Vehicle garaging reimbursement - more than two nights away from usual place of residence	reimbursement for the cost of vehicle garaging while living away from home
Weekend away from home allowance	\$44.26 per weekend

## Disclaimer

The Fair Work Ombudsman is committed to providing advice that you can rely on. You can find out more about accountability and what you can expect from us in our [Customer service charter](http://www.fairwork.gov.au/our-commitment-to-you) at [www.fairwork.gov.au/our-commitment-to-you](http://www.fairwork.gov.au/our-commitment-to-you).

We take care to ensure that data in this pay guide is accurate and incorporates changes to minimum rates of pay, allowances and penalty rates in awards as soon as they come into effect.

However, there may be a delay between when a change takes effect and when the data in this pay guide is updated. This means we cannot guarantee the accuracy, reliability, currency or completeness of the data in this pay guide.

When considering data in this pay guide you should also have regard to the relevant award, which can be found through our [Awards page](#) at [www.fairwork.gov.au/awards](http://www.fairwork.gov.au/awards). If our data is inconsistent with the award, then the award applies.

If you need further assistance with this pay guide you can [contact us](#) by visiting [www.fairwork.gov.au/contact-us](http://www.fairwork.gov.au/contact-us) or by calling us on 13 13 94. Alternatively, you may wish to get independent advice from a union, employer association or lawyer.

We encourage you to [subscribe to email updates](#) at [www.fairwork.gov.au/emailupdates](http://www.fairwork.gov.au/emailupdates) to receive alerts when pay rates and entitlements change in this pay guide.