# Pay Guide - Commercial Sales Award

# [MA000083]

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Pay rates change from 1 July each year, therates in this guide apply from the first full pay period on or after 01 July 2022.

Information about the definition and operation of allowances, penalties and overtime can be found in the [award](https://www.fairwork.gov.au/awards-and-agreements/awards/list-of-awards) and the [Pay and Conditions Tool](https://calculate.fairwork.gov.au/).

The best way to get general pay and conditions advice is to register for [My account](https://www.fairwork.gov.au/my-account/registerpage.aspx) 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.

## Disclaimer

The Fair Work Ombudsman is committed to ensuring that information available through this pay guide including data is accurate and incorporates changes to minimum rates of pay, allowances and penalty rates in the award as soon as they come into effect.

However, we cannot guarantee or accept any liability for the accuracy, reliability, currency or completeness of the information available in this pay guide. This is because, for example, there may be a delay between when a change takes effect, and when the information available in the guide is updated.

When considering information available in the pay guide about awards you should also have regard to the terms of the relevant award, which can be found through our [Awards page](https://www.fairwork.gov.au/employment-conditions/awards). If our information is inconsistent with the award, then the award applies.

If you need further assistance you can [contact us](https://www.fairwork.gov.au/about-us/contact-us/). Alternatively, you may wish to get independent advice from a union, employer association or lawyer on your particular circumstances.

We encourage you to [subscribe to email updates](https://www.fairwork.gov.au/about-us/contact-us/subscribe-to-email-updates) to receive alerts when pay rates and entitlements change in this pay guide.

## 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 | $849.60 | $22.36 | $33.54 | $44.72 | $55.90 | $33.54 | $33.54 |
| Merchandiser | $877.70 | $23.10 | $34.65 | $46.20 | $57.75 | $34.65 | $34.65 |
| Commercial traveller | $944.00 | $24.84 | $37.26 | $49.68 | $62.10 | $37.26 | $37.26 |
| Advertising sales representative | $944.00 | $24.84 | $37.26 | $49.68 | $62.10 | $37.26 | $37.26 |

### Casual

| **Classification** | **Hourly pay rate** | **Saturday** | **Sunday** | **Public holiday - sales** | **Travelling time on a public holiday** | **Overtime** |
| --- | --- | --- | --- | --- | --- | --- |
| Probationary traveller | $27.95 | $39.13 | $50.31 | $61.49 | $39.13 | $39.13 |
| Merchandiser | $28.88 | $40.43 | $51.98 | $63.53 | $40.43 | $40.43 |
| Commercial traveller | $31.05 | $43.47 | $55.89 | $68.31 | $43.47 | $43.47 |
| Advertising sales representative | $31.05 | $43.47 | $55.89 | $68.31 | $43.47 | $43.47 |

### 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 | $16.77 | $25.16 | $33.54 | $41.93 | $25.16 | $25.16 |
| 19 years | $19.87 | $29.81 | $39.74 | $49.68 | $29.81 | $29.81 |
| 20 years | $22.36 | $33.54 | $44.72 | $55.90 | $33.54 | $33.54 |

### Junior - Casual

| **Classification** | **Hourly pay rate** | **Saturday** | **Sunday** | **Public holiday - sales** | **Travelling time on a public holiday** | **Overtime** |
| --- | --- | --- | --- | --- | --- | --- |
| 18 years or under | $20.96 | $29.35 | $37.73 | $46.12 | $29.35 | $29.35 |
| 19 years | $24.84 | $34.77 | $44.71 | $54.64 | $34.77 | $34.77 |
| 20 years | $27.95 | $39.13 | $50.31 | $61.49 | $39.13 | $39.13 |

## 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 | $65.28 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 | $0.91 per km |
| Vehicle allowance – motor cycle | $0.31 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 | $51.85 per weekend |