



# CORPORATE SALES MANAGERS

NOC 0601

Manage and evaluate the sales activities of establishments and departments involved in commercial, industrial, institutional, e-business and wholesale and retail sales.



### 3 YEAR OUTLOOK



### 3 YEAR JOB OPENINGS

120

### MEDIAN HOURLY WAGE

\$43.75

\$29.62 LOW \$63.56 HIGH

### TYPICALLY REQUIRED



### EMPLOYED

1,035

### MEDIAN SALARY

\$76,302

The information presented is based on data for New Brunswick. To learn more about the data provided, visit [www.nbjobs.ca/occupations](http://www.nbjobs.ca/occupations).

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### EMPLOYMENT BY INDUSTRY

22.4%	Retail trade
19.4%	Wholesale trade
15.3%	Manufacturing
42.9%	All Other Industries



### EMPLOYMENT BY AGE

0.0%	15-24
19.7%	25-34
34.2%	35-44
33.7%	45-54
12.4%	55-64
0.0%	65+

### MAIN DUTIES:

Corporate sales managers perform some or all of the following duties:

- Plan direct and evaluate the activities of sales departments in commercial, industrial, wholesale and retail and other establishments
- Organize regional and divisional sales operations
- Establish organizational policies and procedures in relation to sales
- Determine strategic planning related to new product lines
- Lead sales team in building relationships with business clients and manage negotiations of sales contracts.

### ALSO KNOWN AS

- Corporate Sales Manager
- National Accounts Manager - Sales
- Regional Sales Manager
- Trade Expansion Manager



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