



# CORPORATE SALES MANAGERS

NOC 60010

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



*Undetermined*

## 3-YEAR JOB OPENINGS

**171**

## MEDIAN HOURLY WAGE

**\$52.88**

\$29.49    \$98.56  
LOW      HIGH

## TYPICALLY REQUIRED



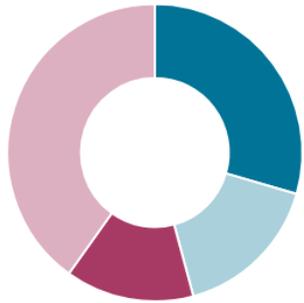
University

## EMPLOYED

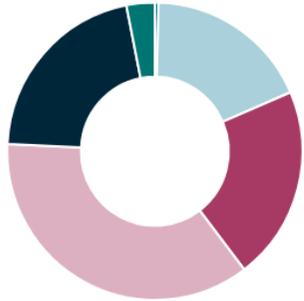
**1,334**

## AVERAGE SALARY

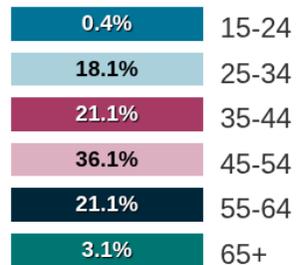
**\$106,000**



## EMPLOYMENT BY INDUSTRY



## EMPLOYMENT BY AGE



## ALSO KNOWN AS

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

## MAIN DUTIES:

- This group performs 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
  - Recruit, organize, train and manage staff.

