

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 LOW — $98.56 HIGH

TYPICALLY REQUIRED



University

EMPLOYED

1,334

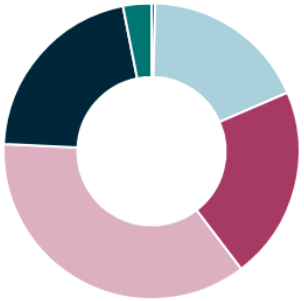
AVERAGE SALARY

$106,000



EMPLOYMENT BY INDUSTRY

29.5%	Wholesale trade
16.3%	Retail trade
14.1%	Manufacturing
40.1%	All Other Industries



EMPLOYMENT BY AGE

0.4%	15-24
18.1%	25-34
21.1%	35-44
36.1%	45-54
21.1%	55-64
3.1%	65+

ALSO KNOWN AS

- Corporate Sales Manager
- National Accounts Manager - Sales
- Regional Sales Manager
- 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.

