



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



3-YEAR JOB OPENINGS

153

MEDIAN HOURLY WAGE

\$48.08

\$21.54 \$72.12
LOW HIGH

TYPICALLY REQUIRED



EMPLOYED

1,317

AVERAGE SALARY

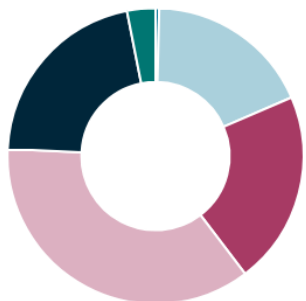
\$106,000

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



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.

