

RETAIL AND WHOLESALE TRADE MANAGERS

NOC 60020

Manage and evaluate the operations of establishments that sell merchandise or services on a retail or wholesale basis.



3-YEAR OUTLOOK



Good

3-YEAR JOB OPENINGS

1,221

MEDIAN HOURLY WAGE

$33.65

$20.00 LOW

$65.79 HIGH

TYPICALLY REQUIRED



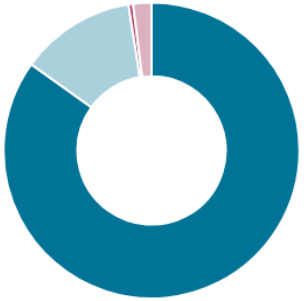
College or apprenticeship

EMPLOYED

9,010

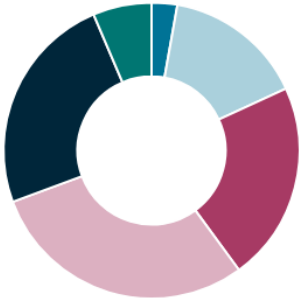
AVERAGE SALARY

$63,200



EMPLOYMENT BY INDUSTRY

84.9%	Retail trade
12.6%	Wholesale trade
0.5%	Other services (except public administration)
2.0%	All Other Industries



EMPLOYMENT BY AGE

2.8%	15-24
15.3%	25-34
21.8%	35-44
29.4%	45-54
24.2%	55-64
6.4%	65+

ALSO KNOWN AS

- Antique Dealer
- Assistant Manager - Retail
- Automobile Repair Shop Manager
- Bookstore Manager
- Car Dealership Manager
- Cattle Dealer

MAIN DUTIES:

This group performs some or all of the following duties:

- Plan, direct and evaluate the operations of establishments engaged in wholesale and retail sales or of departments in such establishments
- Manage staff and assign duties
- Study market research and trends to determine consumer demand, potential sales volumes and effect of competitors' operations on sales
- Determine merchandise and services to be sold, and implement price and credit policies
- Source and negotiate with vendors when necessary to procure merchandise for resale
- Develop and implement marketing strategies.

