



# 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 \$65.79  
LOW HIGH

## TYPICALLY REQUIRED



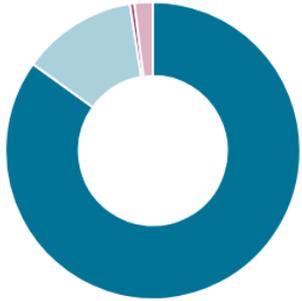
College or apprenticeship

## EMPLOYED

**9,010**

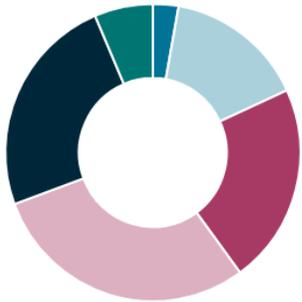
## AVERAGE SALARY

**\$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.

