

# TECHNICAL SALES SPECIALISTS (WHOLESALE)

NOC 62100: TECHNICAL SALES SPECIALISTS - WHOLESALE TRADE

Sell technical goods and services to businesses and government. Sales may include scientific, agricultural and industrial products, and computer and telecommunication services.




**3-YEAR OUTLOOK**



Good

**3-YEAR JOB OPENINGS**

**104**

**MEDIAN HOURLY WAGE**

**$27.00**

$16.60 LOW $52.88 HIGH

**TYPICALLY REQUIRED**



College or apprenticeship

**EMPLOYED**

**859**

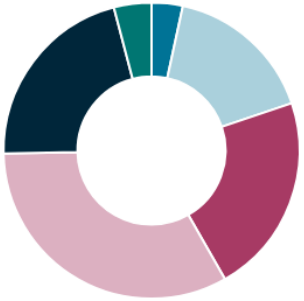
**AVERAGE SALARY**

**$90,000**



## EMPLOYMENT BY INDUSTRY

| | |
|---|---|
| 53.4% | Wholesale trade |
| 11.0% | Construction |
| 8.2% | Professional, scientific and technical services |
| 27.4% | All Other Industries |



## EMPLOYMENT BY AGE

| | |
|---|---|
| 3.4% | 15-24 |
| 16.4% | 25-34 |
| 21.9% | 35-44 |
| 32.9% | 45-54 |
| 21.2% | 55-64 |
| 4.1% | 65+ |

## ALSO KNOWN AS

- Aircraft Sales Representative
- Communication Equipment Sales Representative
- Construction Equipment Sales Representative
- Electricity Sales Representative
- Heavy Equipment Sales Representative
- Industrial Supplies Sales Representative

## MAIN DUTIES:

This group performs some or all of the following duties:

- Maintain and grow sales relationships with existing clients
- Identify and solicit potential clients
- Assess clients' needs, recommend or assist in the selection of appropriate goods or services, and negotiate prices or other sales terms
- Provide input into product design where goods or services must be tailored to suit clients' needs
- Develop sales presentations, proposals, or other materials to illustrate benefits from use of good or service.

