



## 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 \$52.88  
LOW HIGH

### TYPICALLY REQUIRED



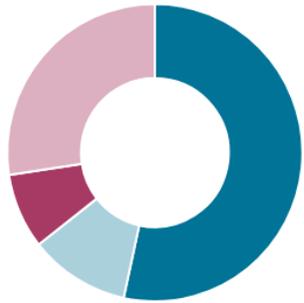
College or apprenticeship

### EMPLOYED

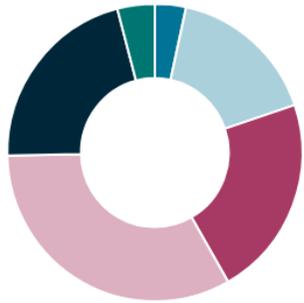
859

### AVERAGE SALARY

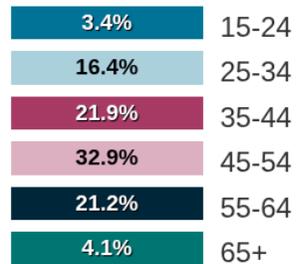
\$90,000



## EMPLOYMENT BY INDUSTRY



## EMPLOYMENT BY AGE



## ALSO KNOWN AS

- Aircraft Sales Representative
- Electricity Sales Representative
- Communication Equipment Sales Representative
- Heavy Equipment Sales Representative
- Construction 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.

