



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

90

MEDIAN HOURLY WAGE

\$26.00

\$17.89 \$48.56
LOW HIGH

TYPICALLY REQUIRED



College or apprenticeship

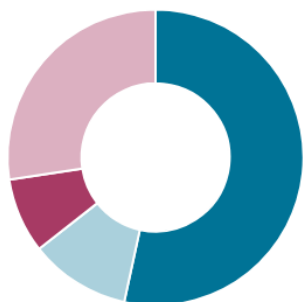
EMPLOYED

852

AVERAGE SALARY

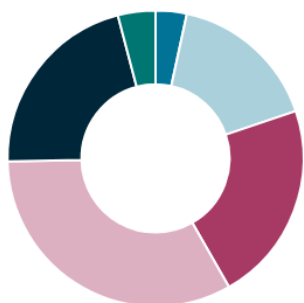
\$90,000

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

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.

