



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



3-YEAR JOB OPENINGS

87

MEDIAN HOURLY WAGE

\$25.00

\$17.00 \$40.87
LOW HIGH

TYPICALLY REQUIRED



College or apprenticeship

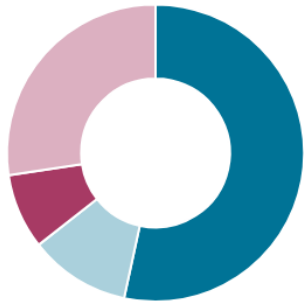
EMPLOYED

767

AVERAGE SALARY

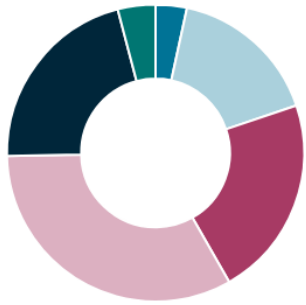
\$90,000

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.

