



## SALES REPRESENTATIVES (WHOLESALE, NON-TECHNICAL)

NOC 64101: SALES AND ACCOUNT REPRESENTATIVES - WHOLESALE TRADE (NON-TECHNICAL)

Sell non-technical goods and services to retail, wholesale, commercial, industrial and professional clients.



### 3-YEAR OUTLOOK



Good

### 3-YEAR JOB OPENINGS

**138**

### MEDIAN HOURLY WAGE

**\$23.08**

\$16.48 \$37.98  
LOW HIGH

### TYPICALLY REQUIRED



College or apprenticeship

### EMPLOYED

**908**

### AVERAGE SALARY

**\$67,800**

The information presented is based on data for New Brunswick. To learn more about the data provided, visit [www.nbjobs.ca/occupations](http://www.nbjobs.ca/occupations).



### EMPLOYMENT BY INDUSTRY

<b>39.5%</b>	Wholesale trade
<b>19.2%</b>	Manufacturing
<b>8.5%</b>	Retail trade
<b>32.8%</b>	All Other Industries



### EMPLOYMENT BY AGE

<b>2.8%</b>	15-24
<b>12.4%</b>	25-34
<b>20.3%</b>	35-44
<b>25.4%</b>	45-54
<b>28.8%</b>	55-64
<b>10.2%</b>	65+

### ALSO KNOWN AS

- Advertising Time Sales Representative
- Food Products Sales Representative
- Freight Sales Agent
- Graphic Design Sales Representative
- Hotel Accommodations Sales Executive
- Liquor Sales Representative

### MAIN DUTIES:

- This group performs some or all of the following duties:
- Promote sales to existing clients
  - Identify and solicit potential clients
  - Provide clients with presentations on the benefits and uses of goods or services
  - Estimate or quote prices, credit or contract terms, warranties and delivery dates
  - Prepare or oversee preparation of sales or other contracts
  - Consult with clients after sale or signed contracts to resolve problems and to provide ongoing support
  - Review and adapt to information regarding product innovations, competitors and market conditions
  - Represent companies that export and import products or services to and from foreign countries.

