

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



Undetermined

3-YEAR JOB OPENINGS

155

MEDIAN HOURLY WAGE

$25.00

$16.85 LOW — $48.53 HIGH

TYPICALLY REQUIRED



College or apprenticeship

EMPLOYED

986

AVERAGE SALARY

$67,800



EMPLOYMENT BY INDUSTRY

39.5%	Wholesale trade
19.2%	Manufacturing
8.5%	Retail trade
32.8%	All Other Industries



EMPLOYMENT BY AGE

2.8%	15-24
12.4%	25-34
20.3%	35-44
25.4%	45-54
28.8%	55-64
10.2%	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.

