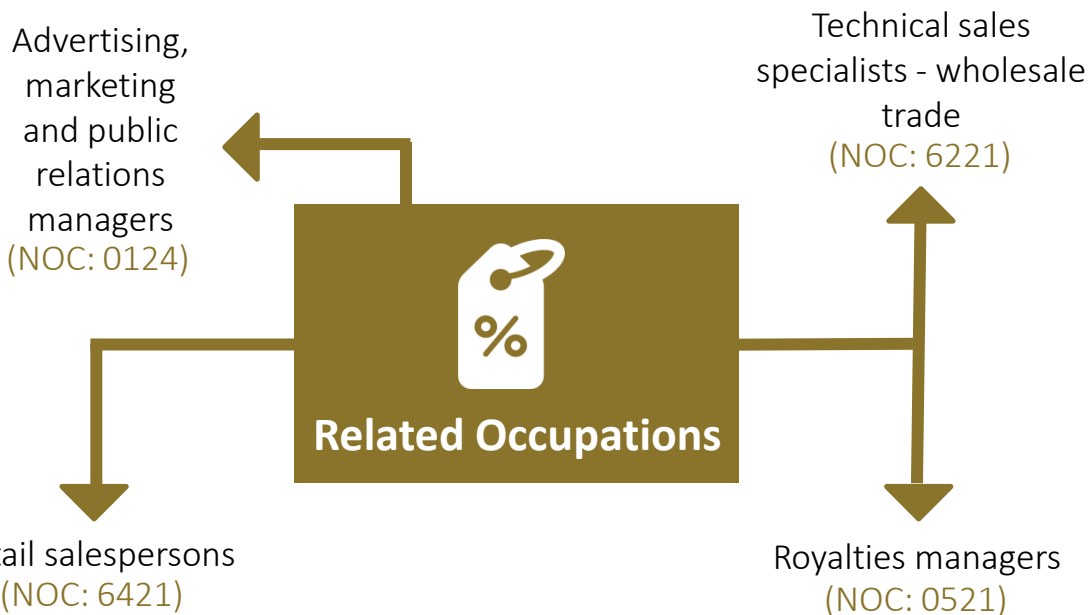


# SALES AND ACCOUNT REPRESENTATIVES WHOLESALE TRADE (NON-TECHNICAL) (NOC: 6411)



Sales representatives, wholesale trade (non-technical), sell non-technical goods and services to retail, wholesale, commercial, industrial, professional and other clients domestically and internationally. They are employed by establishments that produce or provide goods and services such as petroleum companies, food, beverage and tobacco producers, clothing manufacturers, motor vehicles and parts manufacturers, hotels, business services firms, and transportation companies.

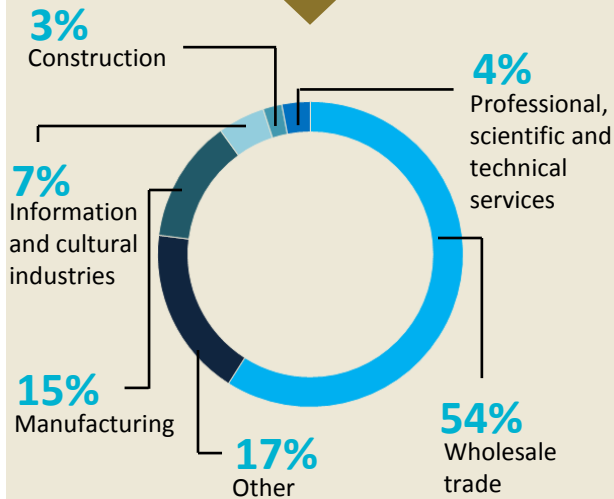


A **university** degree or completion of a **college** or other program may be required.



Work Prospects (2018 - 2020): **Fair**

## Employment by Industry



## Examples of duties performed

- 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.



## Sample Job Titles

Oil distributor

Liquor sales representative

Freight sales agent

# 742

Job Openings  
2017-2026

# \$20.10

Average  
Wage  
(per hour)



*Funded by the Government of Canada and the Province of New Brunswick through the Canada-New Brunswick Labour Market Agreements.*

**NBjobs.ca**