

# CAREER PATHS IN RETAIL SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Marketing Manager  
**\$77.06**

Sales Manager  
**\$64.04**

Purchasing Manager  
**\$64.38**

Sales Rep – Tech. & Scientific Products  
**\$51.38**

## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

Sales Representative, Wholesale and Manufacturing  
**\$32.59**

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

First-Line Supervisor of Retail Sales Workers  
**\$23.51**

Shipping, Receiving, and Traffic Clerk  
**\$19.63**

## LESS THAN HIGH SCHOOL

Cashier  
**\$14.70**

Retail Salesperson  
**\$15.24**

Counter and Rental Clerk  
**\$15.83**

Stock Clerk and Order Filler  
**\$15.96**

These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from the Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN RETAIL SERVICES?

- Flexible scheduling
- Working with people
- Growth opportunities
- Constant motion
- Product passion
- Employee product discounts
- Variety
- Retail is everywhere
- Expand customer service, sales, and problem-solving skills

View additional information regarding career paths in retail services: <https://www.careeronestop.org/>

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# CAREER PATHS IN RETAIL SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Marketing Manager \$77.06** Plan, direct or coordinate marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors, and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.

**Purchasing Manager \$64.38** Plan, direct or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services.

**Sales Manager \$64.04** Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

**Sales Representative – Technical and Scientific Products \$51.38** Sell goods for wholesalers or manufacturers where technical or scientific knowledge is required in such areas as biology, engineering, chemistry and electronics, normally obtained from at least 2 years of post-secondary education



## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

**Sales Representative, Wholesale and Manufacturing \$32.59** Monitor the flow of products in response to changes in consumer demand. Forecast supply and demand to minimize costs and maximize availability. Contact prospective buyers or sellers of power to arrange transactions. Price products based on market conditions. Negotiate prices or contracts for sales or purchases.

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**First-Line Supervisor of Retail Sales Workers \$23.51** Directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties.

**Shipping, Receiving, and Traffic Clerk \$19.63** Verify and maintain records on incoming and outgoing shipments. Prepare items for shipment. Duties include assembling, addressing, stamping, and shipping merchandise or material; receiving, unpacking, verifying and recording incoming merchandise or material; and arranging for the transportation of products.

## LESS THAN HIGH SCHOOL

**Cashier \$14.70** Receive and disburse money in establishments. May use electronic scanners, cash registers or related equipment. May process credit or debit card transactions and validate checks.

**Counter and Rental Clerk \$15.83** Receive orders, generally in person, for repairs, rentals, and services. May describe available options, compute cost, and accept payment.

**Retail Salesperson \$15.24** Sell merchandise, such as furniture, motor vehicles, appliances or apparel to consumers.

**Stock Clerk and Order Filler \$15.96** Receive, store, and issue merchandise, materials, equipment, and other items from stockroom, warehouse or storage yard to fill shelves, racks, tables or customers' orders. May operate power equipment to full orders. May mark prices on merchandise and set up sales displays.

