

# CAREER PATHS IN RETAIL SERVICES

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

General and Operations Manager

**\$32.99**

Marketing Manager

**\$50.22**

Purchasing Manager

**\$44.84**

Wholesale & Retail Buyer

**\$27.71**

Business Operations Specialist

**\$24.16**



## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

Sales Representative  
**\$23.86**

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

First-Line Supervisor of Retail Sales Worker  
**\$16.76**

Merchandise Displays and Window Trimmers  
**\$15.65**

Protective Service Workers  
**\$23.45**

## LESS THAN HIGH SCHOOL

Retail Salesperson  
**\$12.17**

Stock Clerk and Order Filler  
**\$12.06**

Cashier  
**\$10.60**

These jobs are in demand in Northwest Minnesota and these are Northwest Minnesota Median wages. Data collected from 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 & Problem Solving Skills

Northwest PICinc

Rural Minnesota CEP  
concentrated employment program, inc.



# CAREER PATHS IN RETAIL SERVICES

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

### General and Operations Manager \$32.99

Formulate policies, manage daily operations, and plan the use of materials and human resources.

**Marketing Manager \$50.22** Plan, direct, or coordinate marketing policies and programs, and identify potential customers. Develop pricing strategies with the goal of maximizing the store's profits while ensuring the store's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.

**Purchasing Manager \$44.84** Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services.

**Wholesale & Retail Buyer \$27.71** Buy merchandise or commodities, for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements.

### Business Operations Specialist \$24.16

Pay, or arrange for payment of, taxes and duties on shipments. Prepare and process import and export documentation according to customs regulations, laws, or procedures. Clear goods through customs and to their destinations for clients. Request or compile necessary import documentation, such as customs invoices, certificates of origin, and cargo-control documents. Calculate purchase subtotals, taxes, and shipping costs for submission to customers.



## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

**Sales Representative \$23.86** 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 Worker \$16.76

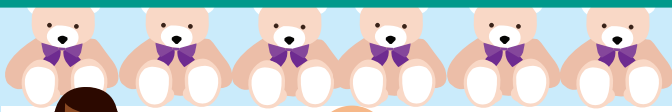
Directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties.

### Merchandise Displays and Window Trimmers \$15.65

Plan and assemble commercial displays, such as window displays and interiors of retail stores and at trade exhibitions.

### Protective Service Workers \$23.45

Monitor compliance with standard operating procedures for loss prevention, physical security, or risk management. Identify and report safety concerns to maintain a safe shopping and working environment. Apprehend shoplifters in accordance with guidelines.



## LESS THAN HIGH SCHOOL

**Retail Salesperson \$12.17** Sell merchandise, such as furniture, motor vehicles, appliances, or apparel to consumers.

**Stock Clerk and Order Filler \$12.06** Receive, store, and issue sales floor merchandise, materials, equipment, and other items from stockroom, warehouse, or storage yard to fill shelves, racks, tables, or customers' orders.

**Cashier \$10.60** 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.

