

Directly supervise sales workers in a retail establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. *Examples: Department Manager; Flower Shop Manager; Supervisor of Cashiers*

Training Category: Related experience

2007 Average Wage:	\$18.14
2006 Estimated Employment:	12,394
2016 Projected Employment:	13,319
Growth Rate, 2006-2016:	7.5%
Annual Openings:	353

Industry	2006 Share	2016 Share
Self-Employed Workers	34.2%	33.7%
452 General Merchandise Stores	8.9%	9.9%
448 Clothing and Clothing Accessories Stores	8.4%	7.9%
445 Food and Beverage Stores	7.5%	7.6%
451 Sporting Goods/Hobby/Book/Music Stores	6.7%	6.3%
447 Gasoline Stations	6.1%	6.1%

41-1012 First-Line Supervisors/Managers of Non-Retail Sales Workers

FA

Directly supervise and coordinate activities of sales workers other than retail sales workers. May perform duties, such as budgeting, accounting, and personnel work, in addition to supervisory duties. *Examples: District Sales Manager; Dry Cleaning Manager; Blood-Donor Recruiter Supervisor*

Training Category: Related experience

2007 Average Wage:	\$35.69
2006 Estimated Employment:	3,769
2016 Projected Employment:	4,144
Growth Rate, 2006-2016:	9.9%
Annual Openings:	92

Industry	2006 Share	2016 Share
Self-Employed Workers	45.4%	44.1%
5613 Employment Services	6.4%	8.2%
423 Merchant Wholesalers, Durable Goods	4.7%	4.7%
425 Electronic Markets and Agents/Brokers	4.2%	4.2%
424 Merchant Wholesalers, Nondurable Goods	3.6%	3.8%
523 Financial Investment and Related Activities	2.5%	3.1%

41-2011 Cashiers

FA

Receive and disburse money in establishments other than financial institutions. Usually involves use of electronic scanners, cash registers, or related equipment. Often involved in processing credit or debit card transactions and validating checks. *Examples: Auction Clerk; Disbursement Clerk*

Training Category: Short-term OJT (brief demo)

2007 Average Wage:	\$9.12
2006 Estimated Employment:	22,195
2016 Projected Employment:	22,744
Growth Rate, 2006-2016:	2.5%
Annual Openings:	1,110

Industry	2006 Share	2016 Share
445 Food and Beverage Stores	30.3%	29.9%
447 Gasoline Stations	15.7%	15.4%
452 General Merchandise Stores	12.9%	14.0%
446 Health and Personal Care Stores	6.2%	6.3%
State Government, ex. Education and Hospitals	5.8%	5.4%
453 Miscellaneous Store Retailers	5.3%	5.5%

41-2012 Gaming Change Persons and Booth Cashiers

LS

Exchange coins and tokens for patrons' money. May issue payoffs and obtain customer's signature on receipt when winnings exceed the amount held in the slot machine. May operate a booth in the slot machine area and furnish change persons with money bank at the start of the shift, or count and audit money in drawers. *Examples: Carousel Attendant; Slot Attendant*

Training Category: Short-term OJT (brief demo)

2007 Average Wage:	n/a
2006 Estimated Employment:	146
2016 Projected Employment:	147
Growth Rate, 2006-2016:	0.7%
Annual Openings:	7

Industry	2006 Share	2016 Share
711 Performing Arts and Spectator Sports	100.0%	100.0%

41-2021 Counter and Rental Clerks

VF

Receive orders for repairs, rentals, and services. May describe available options, compute cost, and accept payment. *Examples: Airplane-Charter Clerk; Car Rental Agent; Skate Shop Attendant*

Training Category: Short-term OJT (brief demo)

2007 Average Wage:	\$11.98
2006 Estimated Employment:	2,730
2016 Projected Employment:	3,363
Growth Rate, 2006-2016:	23.2%
Annual Openings:	167

Industry	2006 Share	2016 Share
532 Rental and Leasing Services	31.0%	31.6%
441 Motor Vehicle and Parts Dealers	20.1%	17.8%
812 Personal and Laundry Services	12.6%	12.2%
713 Amusements, Gambling, and Recreation	10.2%	11.6%
447 Gasoline Stations	3.9%	3.8%
453 Miscellaneous Store Retailers	3.7%	3.8%

41-2022 Parts Salespersons

LS

Sell spare and replacement parts and equipment in repair shop or parts store. *Examples: Parts Clerk; Auto Parts Salesperson; Electronic Parts Salesperson*

Training Category: Moderate-term OJT (1 to 12 months)

2007 Average Wage:	\$15.20
2006 Estimated Employment:	1,231
2016 Projected Employment:	1,120
Growth Rate, 2006-2016:	-9.0%
Annual Openings:	14

Industry	2006 Share	2016 Share
441 Motor Vehicle and Parts Dealers	72.1%	68.8%
423 Merchant Wholesalers, Durable Goods	16.3%	18.0%
811 Repair and Maintenance	3.3%	3.8%
444 Building Material & Garden Supply Stores	2.4%	2.5%
Self-Employed Workers	1.5%	1.5%
532 Rental and Leasing Services	n	n

41-2031 Retail Salespersons

VF

Sell merchandise, such as furniture, motor vehicles, appliances, or apparel in a retail establishment. *Examples: Car Dealer; Haberdasher; Wallpaper Salesperson*

Training Category: Short-term OJT (brief demo)

2007 Average Wage:	\$11.87
2006 Estimated Employment:	25,263
2016 Projected Employment:	29,156
Growth Rate, 2006-2016:	15.4%
Annual Openings:	1,167

Industry	2006 Share	2016 Share
448 Clothing and Clothing Accessories Stores	19.7%	19.4%
452 General Merchandise Stores	18.9%	19.0%
444 Building Material & Garden Supply Stores	10.2%	11.5%
451 Sporting Goods/Hobby/Book/Music Stores	9.4%	9.0%
441 Motor Vehicle and Parts Dealers	8.4%	7.5%
453 Miscellaneous Store Retailers	7.7%	8.0%

41-3011 Advertising Sales Agents

VF

Sell or solicit advertising, including graphic art, advertising space in publications, custom made signs, or TV and radio advertising time. May obtain leases for outdoor advertising sites or persuade retailer to use sales promotion display items. *Examples: Radio Time Salesperson; Yellow Pages Salesperson; Leasing Agent Outdoor Advertising*

Training Category: Moderate-term OJT (1 to 12 months)

2007 Average Wage:	\$21.61
2006 Estimated Employment:	462
2016 Projected Employment:	578
Growth Rate, 2006-2016:	25.1%
Annual Openings:	20

Industry	2006 Share	2016 Share
511 Publishing Industries	50.4%	46.5%
515 Broadcasting (except Internet)	14.7%	13.2%
Self-Employed Workers	5.6%	5.9%
339 Miscellaneous Manufacturing	n	n
5416 Management & Technical Consulting Svcs	n	n
5418 Advertising and Related Services	n	n

41-3021 Insurance Sales Agents

VF

Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as independent broker, or be employed by an insurance company. *Examples: Insurance Broker; Insurance Solicitor; Pension Agent*

Training Category: Bachelor's degree

2007 Average Wage:	\$34.98
2006 Estimated Employment:	5,388
2016 Projected Employment:	6,387
Growth Rate, 2006-2016:	18.5%
Annual Openings:	217

Industry	2006 Share	2016 Share
524 Insurance Carriers & Related Activities	73.7%	75.6%
Self-Employed Workers	25.6%	23.6%

41-3031 Securities, Commodities, and Financial Services Sales Agents

VF

Buy and sell securities in investment and trading firms, or call upon businesses and individuals to sell financial services. Provide financial services, such as loan, tax, and securities counseling. May advise securities customers about such things as stocks, bonds, and market conditions.
Examples: Investment Banker; Stock Trader

Training Category: Bachelor's degree

2007 Average Wage:	\$32.66
2006 Estimated Employment:	2,658
2016 Projected Employment:	3,251
Growth Rate, 2006-2016:	22.3%
Annual Openings:	127

Industry	2006 Share	2016 Share
Self-Employed Workers	17.7%	15.0%
522 Credit Intermediation and Related Activities	n	n
523 Financial Investment and Related Activities	n	n
425 Electronic Markets and Agents/Brokers	n	n

41-3041 Travel Agents

LS

Plan and sell transportation and accommodations for travel agency customers. Determine destination, modes of transportation, travel dates, costs, and accommodations required. *Examples: Travel Consultant; Travel Counselor*

Training Category: Postsecondary voc. training

2007 Average Wage:	\$17.53
2006 Estimated Employment:	559
2016 Projected Employment:	567
Growth Rate, 2006-2016:	1.4%
Annual Openings:	5

Industry	2006 Share	2016 Share
5615 Travel Arrangement & Reservation Service	83.0%	80.8%
Self-Employed Workers	13.4%	14.8%
531 Real Estate	n	n
5611 Office Administrative Services	n	n

41-3099 Sales Representatives, Services, All Other

VF

All services sales representatives not listed separately. *Examples: Data Processing Sales Rep; Telecommunications Consultant*

Training Category: Related experience

2007 Average Wage:	\$25.48
2006 Estimated Employment:	2,231
2016 Projected Employment:	2,946
Growth Rate, 2006-2016:	32.0%
Annual Openings:	125

Industry	2006 Share	2016 Share
423 Merchant Wholesalers, Durable Goods	7.7%	7.6%
522 Credit Intermediation and Related Activities	7.5%	7.1%
5613 Employment Services	6.9%	8.5%
Self-Employed Workers	5.8%	5.2%
425 Electronic Markets and Agents/Brokers	n	n
5416 Management & Technical Consulting Svcs	n	n

41-4011 Sales Representatives, Wholesale & Manufacturing, Technical & Scientific Products

FA

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. *Examples: Electronics Sales Representative; Oilfield Equipment Sales Representative; Pharmaceutical Representative*

Training Category: Related experience

2007 Average Wage:	\$37.08
2006 Estimated Employment:	3,603
2016 Projected Employment:	4,067
Growth Rate, 2006-2016:	12.9%
Annual Openings:	126

Industry	2006 Share	2016 Share
425 Electronic Markets and Agents/Brokers	20.4%	20.8%
423 Merchant Wholesalers, Durable Goods	11.6%	12.1%
454 Nonstore Retailers	10.8%	11.5%
334 Computer and Electronic Product Mfg	10.0%	8.2%
333 Machinery Manufacturing	5.8%	5.4%
5415 Computer Systems Design & Related Svcs	n	n

41-4012 Sales Representatives, Wholesale & Manufacturing, Ex Technical & Scientific Products

FA

Sell goods for wholesalers or manufacturers to businesses or groups of individuals. Work requires substantial knowledge of items sold. *Examples: Diamond Broker; Oil Distributor; Wool Merchant*

Training Category: Related experience

2007 Average Wage:	\$30.66
2006 Estimated Employment:	7,362
2016 Projected Employment:	8,355
Growth Rate, 2006-2016:	13.5%
Annual Openings:	262

Industry	2006 Share	2016 Share
425 Electronic Markets and Agents/Brokers	33.7%	34.2%
423 Merchant Wholesalers, Durable Goods	16.2%	16.4%
424 Merchant Wholesalers, Nondurable Goods	13.8%	14.6%
444 Building Material & Garden Supply Stores	8.2%	8.6%
Self-Employed Workers	4.0%	3.9%
551 Management of Companies and Enterprises	2.2%	2.3%

41-9011 Demonstrators and Product Promoters

VF

Demonstrate merchandise and answer questions for the purpose of creating public interest in buying the product. May sell demonstrated merchandise. *Examples: Home Demonstrator; Exhibit-Display Representative*

Training Category: Moderate-term OJT (1 to 12 months)

2007 Average Wage:	\$11.89
2006 Estimated Employment:	397
2016 Projected Employment:	475
Growth Rate, 2006-2016:	19.6%
Annual Openings:	19

Industry	2006 Share	2016 Share
452 General Merchandise Stores	23.9%	26.5%
5418 Advertising and Related Services	21.9%	22.3%
Self-Employed Workers	20.9%	18.3%
445 Food and Beverage Stores	9.8%	9.3%
424 Merchant Wholesalers, Nondurable Goods	7.8%	8.0%
443 Electronics and Appliance Stores	n	n

41-9021 Real Estate Brokers

LS

Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.

Training Category: Related experience

2007 Average Wage:	n/a
2006 Estimated Employment:	324
2016 Projected Employment:	347
Growth Rate, 2006-2016:	7.1%
Annual Openings:	7

Industry	2006 Share	2016 Share
Self-Employed Workers	63.6%	60.2%
531 Real Estate	36.4%	39.8%

41-9022 Real Estate Sales Agents

FA

Rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Include agents who represent buyer. *Examples: Apartment Rental Agent; Land Agent; Right of Way Agent*

Training Category: Postsecondary voc. training

2007 Average Wage:	\$20.40
2006 Estimated Employment:	852
2016 Projected Employment:	919
Growth Rate, 2006-2016:	7.9%
Annual Openings:	21

Industry	2006 Share	2016 Share
Self-Employed Workers	60.2%	57.3%
531 Real Estate	36.7%	39.5%
236 Construction of Buildings	n	n

41-9031 Sales Engineers**LS**

Sell business goods or services, the selling of which requires a technical background equivalent to a baccalaureate degree in engineering.
Examples: Aeronautical Products Sales Engineer; Industrial Machinery Sales Engineer; Nuclear Equipment Sales Engineer

Training Category: Bachelor's degree

2007 Average Wage:	\$41.76
2006 Estimated Employment:	352
2016 Projected Employment:	382
Growth Rate, 2006-2016:	8.5%
Annual Openings:	12

Industry	2006 Share	2016 Share
334 Computer and Electronic Product Mfg	28.4%	24.6%
423 Merchant Wholesalers, Durable Goods	14.2%	15.5%
333 Machinery Manufacturing	12.2%	11.8%
425 Electronic Markets and Agents/Brokers	n	n
517 Telecommunications	n	n
5415 Computer Systems Design & Related Svcs	n	n

41-9041 Telemarketers**LS**

Solicit orders for goods or services over the telephone. *Examples: Telephone Salesperson; Telephone Solicitor*

Training Category: Short-term OJT (brief demo)

2007 Average Wage:	\$13.78
2006 Estimated Employment:	1,223
2016 Projected Employment:	1,132
Growth Rate, 2006-2016:	-7.4%
Annual Openings:	43

Industry	2006 Share	2016 Share
5614 Business Support Services	32.6%	29.3%
523 Financial Investment and Related Activities	14.7%	17.4%
522 Credit Intermediation and Related Activities	12.5%	12.8%
424 Merchant Wholesalers, Nondurable Goods	n	n
454 Nonstore Retailers	n	n
511 Publishing Industries	n	n

41-9099 Sales and Related Workers, All Other**VF**

All sales and related workers not listed separately. *Examples: Bridal Consultant; Fund Raiser; Auctioneer*

Training Category: Moderate-term OJT (1 to 12 months)

2007 Average Wage:	\$17.95
2006 Estimated Employment:	962
2016 Projected Employment:	1,115
Growth Rate, 2006-2016:	15.9%
Annual Openings:	24

Industry	2006 Share	2016 Share
454 Nonstore Retailers	14.4%	13.5%
Self-Employed Workers	6.6%	6.1%
453 Miscellaneous Store Retailers	5.6%	5.9%
517 Telecommunications	4.2%	3.9%
425 Electronic Markets and Agents/Brokers	n	n
5416 Management & Technical Consulting Svcs	n	n