

**OCCUPATION
HIGHLIGHTS**

#4 OCCUPATION IN THE
RETAIL TRADE SECTOR
(11% of all jobs in the sector)

Number of jobs 2016
697

**CHANGE IN # OF JOBS
2016 - 2017**
↑ 2%

Median Earnings (2017)
\$15.19/hr

Earnings Range (2017)
\$11.87/hr → \$20.31/hr

Aging Workforce
50% Over the age of 45

Gender
33% Female 67% Male

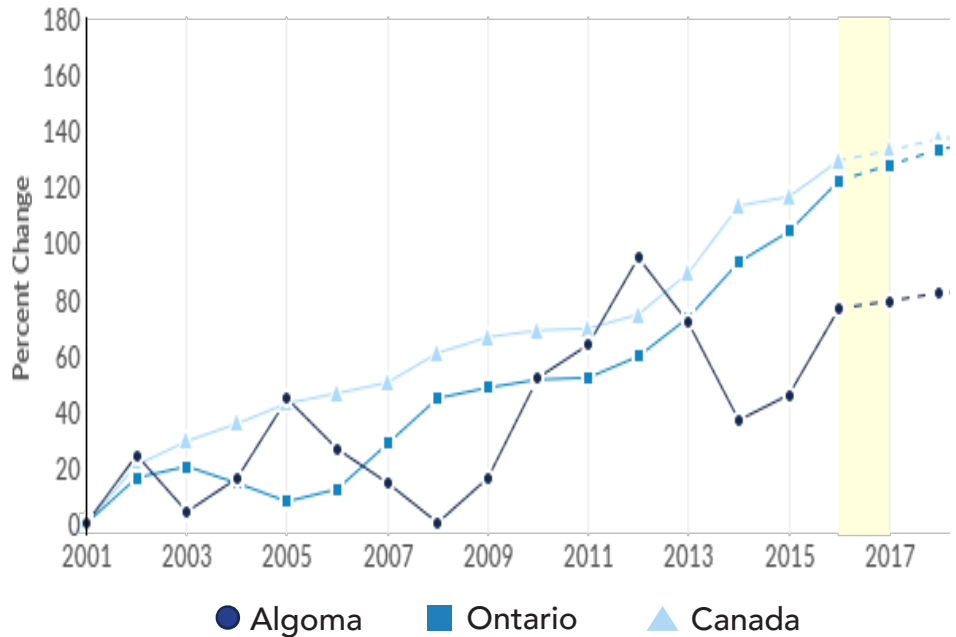
RETAIL SALES SUPERVISORS

NOC 6211

Retail Sales Supervisors

Retail sales supervisors supervise and co-ordinate the activities of workers in the following unit groups: Retail Salespersons and Sales Clerks (6421), Cashiers (6611), Grocery Clerks and Store Shelf Stockers (6622) and Other Elemental Sales Occupations (6623). They are employed by stores and other retail businesses, wholesale businesses that sell on a retail basis to the public, rental service establishments and businesses involved in door-to-door soliciting and telemarketing.

Employment Trends



REGION	2016 JOBS	2017 JOBS	CHANGE	% CHANGE 2016 - 2017	MEDIAN HOURLY EARNINGS
Algoma	687	697	10	2%	\$15.19
Ontario	75,090	76,951	1,861	2%	\$16.50
Canada	205,080	208,349	3,269	2%	\$16.80

Job Titles

- Department store supervisor
- Head cashier
- Liquor store supervisor
- Produce department supervisor
- Rental service supervisor
- Retail sales route supervisor
- Telemarketing supervisor

INDUSTRIES OF EMPLOYMENT	
GROCERY STORES	18%
HEALTH AND PERSONAL CARE STORES	15%
BUILDING MATERIAL AND SUPPLIES DEALERS	11%
DEPARTMENT STORES	9%
GASOLINE STATIONS	8%

What Are The Typical Job Duties?

- Supervise and co-ordinate sales staff and cashiers
- Assign sales workers to duties and prepare work schedules
- Authorize payments by cheque and the return of merchandise
- Resolve problems that arise, such as customer complaints and supply shortages
- Maintain specified inventory and order merchandise
- Prepare reports regarding sales volumes, merchandising and personnel matters
- Hire and train or arrange for the training of new sales staff
- Ensure the visual standards and image of the store are maintained, such as store displays, signage and cleanliness
- May perform the same duties as workers supervised
- May perform key holding and managerial duties if required, such as opening and closing the store, managing escalated complaints, developing and implementing marketing strategies, and signing for deliveries

Campus Based Courses Available In Algoma

- Business (Sault College)
- Human Resources Certificatem (Sault College, Algoma University)
- Leadership Development (Sault College)
- Public Relations and Event Management (Sault College)
- Bachelor of Business Administration - Accounting, Marketing, Human Resources (Algoma University)

Retail Sales Supervisors In Algoma

REGION	2016 JOBS	2017 JOBS	2016 - 2017 CHANGE	2016 - 2017 % CHANGE
Sault Ste. Marie	530	534	4	1%
Blind River	33	35	2	6%
Elliot Lake	33	34	1	3%
Wawa	22	23	1	0%