

**OCCUPATION
HIGHLIGHTS**

#1 OCCUPATION IN THE
RETAIL TRADE SECTOR
(26% of all jobs in the sector)

Number of jobs 2016
1,704

CHANGE IN # OF JOBS
2016 - 2017
↑ 1%

Median Earnings (2016)
\$12.44/hr

Earnings Range (2016)
\$11.40/hr → \$15.06/hr

Aging Workforce
35% Over the age of 45

Gender
61% Female 39% Male

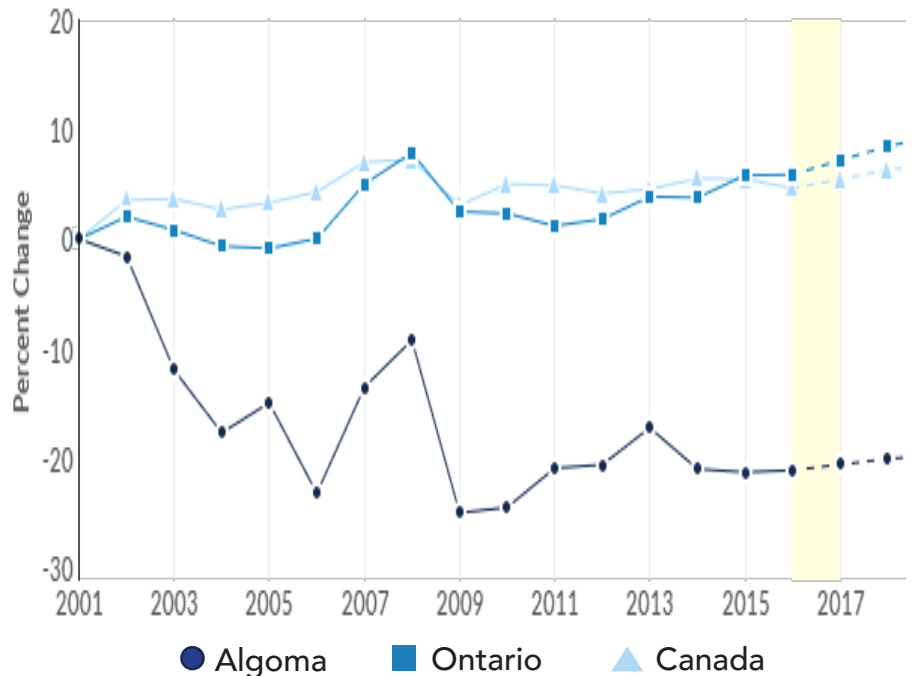
RETAIL SALESPERSONS

NOC 6421

Retail Salespersons

Retail sales persons sell, rent or lease a range of technical and non-technical goods and services directly to consumers. They are employed by stores and other retail businesses, as well as wholesale businesses that sell on a retail basis to the public.

Employment Trends



REGION	2016 JOBS	2017 JOBS	CHANGE	% CHANGE 2016 - 2017	MEDIAN HOURLY EARNINGS
Algoma	1,693	1,704	11	1%	\$12.59
Ontario	220,507	223,231	2,724	1%	\$12.00
Canada	570,933	575,376	4,443	1%	\$12.33

Job Titles

- Audio equipment salesperson
- Automobile salesperson
- Car rental agent
- Clothing salesperson
- Computer salesperson – retail
- Counter clerk - retail
- Department store clerk
- Furniture salesperson
- Hardware store clerk
- Jewellery salesperson
- Retail sales associate
- Retail sales clerk
- Retail salesperson
- Sales consultant - retirement homes

INDUSTRIES OF EMPLOYMENT

BUILDING MATERIAL AND SUPPLIES DEALERS	11%
DEPARTMENT STORES	11%
CLOTHING STORES	9%
HEALTH AND PERSONAL CARE STORES	7%
GROCERY STORES	7%

What Are The Typical Job Duties?

- Greet customers and discuss type, quality and quantity of merchandise or services sought for purchase, rental or lease
- Advise customers on use and care of merchandise, and provide advice concerning specialized products or services
- Estimate or quote prices, credit terms, trade-in allowances, warranties and delivery dates
- Prepare merchandise for purchase, rental or lease
- Prepare sales, rental or leasing contracts and accept cash, cheque, credit card or automatic debit payment
- Assist in display of merchandise
- Maintain sales records for inventory control
- Operate computerized inventory record keeping and re-ordering systems
- May conduct sales transactions through Internet-based electronic commerce

Campus Based Courses Available In Algoma

- Business (Sault College)
- Human Resources Certificate (Sault College)
- Office Administration (Sault College)
- Bookkeeping Certificate (Sault College)

Retail Salespersons In Algoma

REGION	2016 JOBS	2017 JOBS	2016 - 2017 CHANGE	2016 - 2017 % CHANGE
Sault Ste. Marie	1,344	1,346	2	0%
Elliot Lake	104	106	2	2%
Macdonald, Meredith and Aberdeen	56	58	2	4%
Blind River	44	46	2	5%
Wawa	44	45	1	2%