

**OCCUPATION
HIGHLIGHTS**

#5 OCCUPATION IN THE
RETAIL TRADE SECTOR
(7% of all jobs in the sector)

Number of jobs 2017
449

CHANGE IN # OF JOBS
2016 - 2017
↑ 4%

Median Earnings (2017)
\$26.72/hr

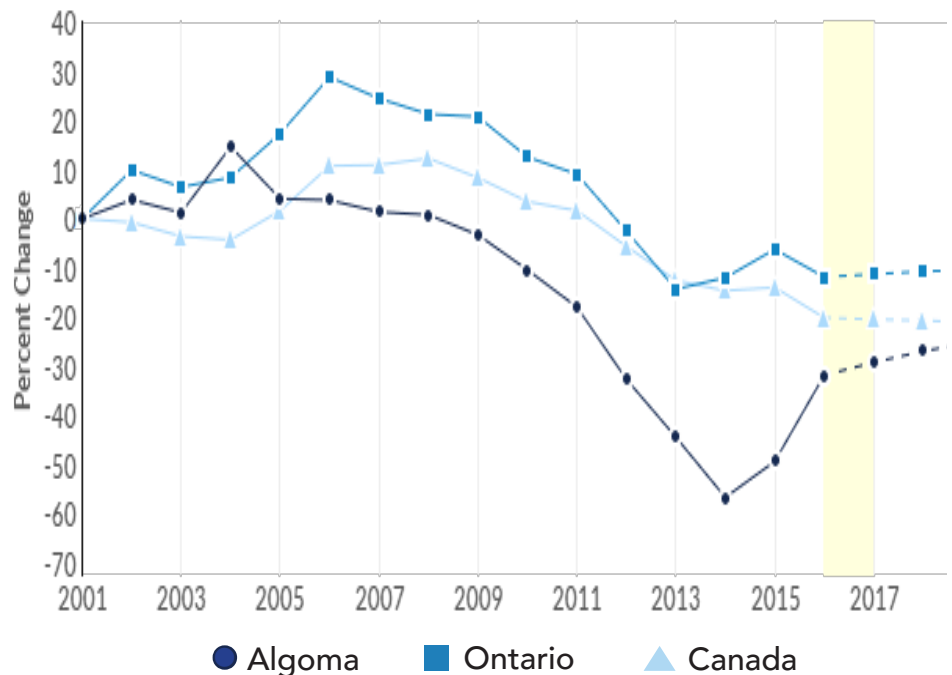
Earnings Range (2017)
\$17.56/hr → \$39.04/hr

Aging Workforce
53% Over the age of 45

Gender
36% Female 64% Male

**RETAIL AND WHOLESALE
TRADE MANAGERS
NOC 0621**
Retail and Wholesale Trade Managers

Retail and wholesale trade managers plan, organize, direct, control and evaluate the operations of establishments that sell merchandise or services on a retail or wholesale basis. Retail and wholesale trade managers are employed by retail and wholesale sales establishments or they may own and operate their own store.

Employment Trends


REGION	2016 JOBS	2017 JOBS	CHANGE	% CHANGE 2016 - 2017	MEDIAN HOURLY EARNINGS
Algoma	432	449	17	4%	\$26.72
Ontario	67,110	67,543	433	1%	\$32.95
Canada	165,775	165,062	-713	0%	\$29.92

Job Titles

- Antique dealer
- Assistant manager – retail
- Automobile repair shop manager
- Bookstore manager
- Car dealership manager
- Cattle dealer
- Clothing store manager
- Sporting goods store manager
- Department store manager
- Supermarket manager
- Variety store manager

INDUSTRIES OF EMPLOYMENT

GROCERY STORES	13%
GASOLINE STATIONS	12%
HEALTH AND PERSONAL CARE STORES	8%
DEPARTMENT STORES	7%
AUTOMOBILE DEALERS	7%

What Are The Typical Job Duties?

- Plan, direct and evaluate the operations of establishments engaged in retail sales or of departments in such establishments
- Manage staff and assign duties
- Study market research and trends to determine consumer demand, potential sales volumes and effect of competitors' operations on sales
- Determine merchandise and services to be sold, and implement price and credit policies
- Source and negotiate with vendors when necessary to procure merchandise for resale
- Develop and implement marketing strategies
- Plan budgets and authorize expenditures
- Evaluate and improve customer service and respond to customer requests and issues
- Address staffing requirements, including the hiring, development and retention of staff

Campus Based Courses Available In Algoma

- Business (Sault College)
- Marketing (Sault College)
- Bachelor of Business Administration (Algoma University)

Retail and Wholesale Trade Managers In Algoma

REGION	2016 JOBS	2017 JOBS	2016 - 2017 CHANGE	2016 - 2017 % CHANGE
Sault Ste. Marie	343	354	11	3%
Elliot Lake	19	20	1	5%
Blind River	17	19	2	12%
Wawa	14	15	1	7%