

Sales and Account Representatives – Wholesale Trade (non-technical)

Description

Sales representatives, wholesale trade (non-technical), sell non-technical goods and services to retail, wholesale, commercial, industrial, professional and other clients domestically and internationally. They are employed by establishments that produce or provide goods and services such as petroleum companies, food, beverage and tobacco producers, clothing manufacturers, motor vehicles and parts manufacturers, hotels, business services firms, and transportation companies. Auctioneers are included in this unit group. Sales representatives, wholesale trade who are supervisors are also included in this unit group.

Duties:

- Promote sales to existing clients
- Identify and solicit potential clients
- Provide clients with presentations on the benefits and uses of goods or services
- Estimate or quote prices, credit or contract terms, warranties and delivery dates
- Prepare or oversee preparation of sales or other contracts
- Consult with clients after sale or signed contracts to resolve problems and to provide ongoing support
- Review and adapt to information regarding product innovations, competitors and market conditions
- Represent companies that export and import products or services to and from foreign countries
- May conduct sales transactions through Internet-based electronic commerce
- May supervise the activities of other sales representatives.

Other titles:

- Oil Distributer
- Advertising Time Sales Representative
- Transfer Company Agent
- Liquor Sales Representative
- Food Products Sales Representative

(Government of Canada National Occupation Classification)

Skills

Active Listening	Flexibility	Time Management	Judgment and Decision Making	Dependable	Independence
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Education/Training Requirements

Ontario Secondary School Diploma (OSSD)

- Completion of secondary school is required

Post-secondary diploma/degree

- A university degree or completion of a college or other program may be required

Certification

- Experience in sales or in an occupation related to the product or service is usually required
- Fluency in a foreign language and/or foreign country work or travel experience may be required for sales representatives seeking employment with companies that import or export goods or services
- Supervisors and senior sales representatives require experience
- Voluntary certification is available from the Canadian Professional Sales Association

Potential Earnings in Durham Region

The average and median wages and salaries for individuals employed as sales and account representatives in wholesale trade (non-technical) are as follows. Place of Residence (POR) is defined as individuals who reside within the Durham Region. Place of Work (POW) is defined as individuals who are employed within the Durham Region.

Median Wages and Salaries (POR): \$54,435	Average Wages and Salaries (POR): \$60,617
Median Wages and Salaries (POW): \$49,235	Average Wages and Salaries (POW): \$55,590

Employment Prospects

Industry (NAICS)	Jobs in Durham Region (POW)	Durham Region Residents Employed (POR)
3231 Printing and related support activities	65	110
3261 Plastic product manufacturing	30	50
413 Food, beverage and tobacco wholesaler-distributors	85	175
4163 Lumber and other building supplies wholesaler-distributors	40	120
4842 Specialized freight trucking	30	30
5111 Newspaper, periodical, book and director publishers	80	140
5416 Management, scientific and technical consulting services	60	65

(Ministry of Advanced Education and Skills Development 2016 data in Durham Workforce Authority's 2017 Sector Report)

Additional Resources

- Canadian Professional Sales Association:
https://www.cpsa.com/professional-certification/become-a-csp?gclid=EAlaIqobChMI8aPE2tGS3AIVS7ACh1KgQjeEAYASAEgluS_D_BwE

