



---

## Retail Jobs Advantages

Retail jobs can be found almost everywhere and have their many advantages over other jobs in various industries. These include qualifications, skills, locations, and employment demand. While the country remains in recession and so many jobs have been lost and many more companies and industries are retrenching people or closing, the sales industry remains one of the few thriving industries that continue to hire people.

### Retail Work Responsibilities

Retail work involves the selling of various products and merchandize such as appliances, clothes, furniture, motor vehicles, and more. A retail occupation does not require special skills in applicants as long as one is good at communications, is patient, and can practice a few marketing skills, he or she can already apply in different sales establishments or merchandize stores. Salespeople usually help customers to find their product or merchandize based on their personal choice or specifications. Otherwise, they also try to convince the customers to choose a product or merchandize based on quality, demand, or suitability.

Because **retail jobs** are about direct dealing with customers, salespeople are also expected to learn and be well-informed about the merchandize or products they are selling. While it is uncommon, there are employers who also prefer applicants who have some background or interest in what their store is selling because in most cases this is considered an advantage in making sales. But in most stores and dealers though, salespeople are expected to learn more and become comfortable with what they are selling after working for a few months already.

Some retail work also carries commissions for salespeople apart from the base pay and these can add up to the employees' motivation to excel at their job. Product trainings are sometimes conducted especially when the products or merchandize have technical specifications like automobiles or electronic gadgets. Depending on the size of the dealer companies or stores, these sales trainings can be one-on-one for new applicants or can be done regularly when new product or merchandize models arrive in the stores. People in a retail occupation are also required to be attentive to details and the specifications of the company or store merchandize or products.

People in sales can build a retail career from sheer hard work and seniority in service. They can either stay in their current store location or if the store has other branches or departments may be promoted there or relocated. Along with their promotion are better annual salaries and higher commissions. In larger stores or dealer companies, these people can be promoted to management



---

or administrative positions. While in smaller stores, management positions are limited but tenured salespeople who can already be trusted with higher responsibilities and along with it, better earnings.

Retail stores normally do not require applicants for retail employment to have a complete or formal academic background, but most would choose applicants who have at least finished high school or its equivalent. Most retail jobs can be found in department stores, clothing stores, furniture shops, general merchandize stores, automobile dealers, and dealers in building materials and supplies.

The Bureau of Labor and Statistics have very good projections for retail employment until 2018. Almost among all other occupations, the employment growth in retail is expected to grow as fast as the average because of the high number of projected job openings. This will allow more people the chance to build a retail career until the same period as more opportunities are opened for many people.

#### Average Salary

A 2008 survey data also reveals that automobile dealers had the highest per hour rate for salespeople at \$18.91. This was followed by building material and supplies dealers with \$11.95. The general merchandize stores came in at third with \$9.22, followed by department stores with \$9.14, and clothing stores with \$8.94 per hour rate. These rates, however, are expected to vary based on the size of the store, type of industry, and location. Some stores or dealers also provide commissions and other incentives based on every sale made as well as one's overall performance. A good performance also means better chances at moving up the ladder in a retail occupation.

#### Where to Look

One's choice of retail work may also be dictated by their interest such as in clothing and furniture for women, or building material and supplies or automobile for men. But with the availability of these jobs anywhere and for different types of products and merchandize to sell, anyone can check more options and find their choice at Hound.com. There are thousands of job listings and options such as location, dealer companies or stores, and retail job position. The best part is that one can have a one-day FREE trial at Hound.com to check out all these options and find the perfect job. So sign up now!