



Occupational Group Summary

Sales

This group supports organizations in retail sales, sales financing or sales financing in combination with leasing.

Quick Facts

As organizations offer a wider array of products and devote an increasing share of their resources to customer service, **many new retail sales workers will be needed**. More than half of the job growth in this group will occur in retail sales establishments.

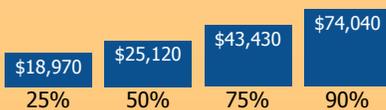
**Total Jobs
May 2010**

1,4915,600

**Projected
Growth
Rate
May 2020**

12.5%

2012 Annual Percentile Wage*



Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, 2012-13 Edition, Projections Overview

*Percentile wage estimate is the value of a wage below which a certain percent of workers fall.

Top Five Occupations in Demand

	Retail Sales	Managers	Sales Reps	Real Estate Agents	Cashiers
Typical Education	Less than High School	High School/ Associate Degree in Business Administration	High School	High School/ Real Estate License	Less than High School
On-the-Job Training	Short-term OJT	None	Short-term OJT	Long-term OJT	Short-term OJT
2011 Median Pay¹	\$21,000	\$36,500	\$50,600	\$39,100	\$18,800

1 Research state and area wage reports for specific occupations of interest.

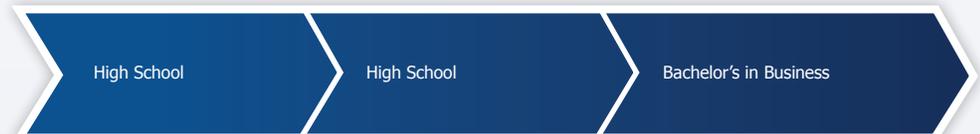
Career Progression

Advancement often requires any or all of the following: additional education, licensing (L) or certification (C) and on-the-job training.

Occupational Pathway



Steps for Promotion/Progression



- Looking for a **virtual job**? Try Sales Rep, Telemarketer, Bill and Account Collectors, Data Entry Keyers, Proofreaders and Copy Markers.
- Call a SECO Career Counselor at **800-342-9647** to learn more about career progression for other occupations.
- Search, apply and learn more about federal jobs** within this occupational group on USAJobs.gov. Some federal occupation codes include: Sales Store Clerical (2091) and Store Working (6914), or search all related federal occupation numeric codes.

SECO's Career Exploration stage helps spouses to identify career interests and aptitudes and obtain information about today's job market and work opportunities, including portable skills and careers, entrepreneurship and federal employment options. How?

By Phone. 800-342-9647. The Military OneSource SECO Career Center is staffed by certified career counselors who provide comprehensive career counseling services at no cost to all eligible military spouses. The SECO Career Counselors can help identify occupations that are transferrable and portable or offer flexibility.

Online. MySECO is a comprehensive online forum with essential information and resources relating to the SECO lifecycle and leading career counseling tools and assessments. Spouses can develop an online profile to capture and track personal information and progress as they advance their education or career.

Learn More. To find out what's new in your occupation, contact one of the [Professional Associations](#) for this occupational group. Relocating? Search the [DOL occupational employment statistics map](#) to see your area's published employment rates and wages for this group.

SECO's Career Connections stage helps spouses to connect with corporations, government organizations and nonprofits to gain meaningful, long-term, portable employment.

At the center of the effort is the Military Spouse Employment Partnership, an employment and career partnership connecting military spouses to more than 180 partner employers who have pledged to recruit, hire, promote and retain military spouses in portable careers. Military spouses from all branches of military service can access and apply for career opportunities on the [MSEP Career Portal](#).

MSEP partners represent a number of key occupational groups and offer positions of all kinds. Get active on the MSEP Career Portal to meet our current partners and discover their job opportunities.



- [CVS/Caremark](#)
- [Lowe's Companies, Inc.](#)
- [Walmart](#)
- [DialAmerica](#)
- [Army and Air Force Exchange Service](#)

Networking, both formal and informal, or attending [Hiring our Heroes](#) events are additional ways for a military spouse to make the connections that lead to job opportunities and career progression.



SECO's Education, Training and Licensing stage provides assistance identifying education, training and licensing/certification opportunities as well as financial aid resources and scholarships for spouses.

The MyCAA Scholarship offers up to \$4,000 of financial assistance to eligible military spouses who are pursuing a license/certification, certificate or associate degree in a portable career field and occupation. Spouses of active duty service members in pay grades E-1 to E-5, W-1 to W-2 and O-1 to O-2 on Title 10 military orders are eligible.

Call 800-342-9647 or log on to the [MyCAA Scholarship Portal](#) for more information.

Top resources for information on:

- Licensure portability and unemployment compensation—[USA4MilitaryFamilies](#)
- Portable credential assessing basic academic skills using Work Keys—[The National Career Readiness Certificate](#)
- Financial aid information—[MySECO portal](#) and [Know Before You Owe](#) flyer
- State specific contact information about licenses for this occupational group—[CareerOneStop License Search tool](#)

SECO's Employment Readiness stage

connects spouses to the service-led employment readiness efforts aboard the installations that help spouses prepare to join or re-enter the workforce. Spouses receive information and assistance with job search strategies, resume writing, interviewing, networking and self-marketing skills. Resources are also available to support child care and transportation needs. Visit the [MilitaryINSTALLATIONS](#) website and search by program (Spouse Education, Training and Careers) and an installation or postal code for the closest office.

Regardless of location, spouses can call 800-342-9647 to speak with a SECO Career Counselor or visit [MySECO](#) for information and resources available 24/7.

Spouses seeking guidance and support during the job search process can also request additional support from experienced spouses, career mentors and employers who serve as mentors.

Listed below are three military spouse mentor programs:

- [Joining Forces Mentoring Plus](#)
- [Military Spouse eMentor Program](#)
- [Blue Star Networks](#)