



MERCHANDISE BUYER

Buy merchandise or commodities (other than farm products) for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products. Includes assistant buyers.

Knowledge and Skills Needed for this Career

In addition to courses required for high school graduation, essential skills and knowledge needed for a career as a merchandise buyer are reinforced by taking rigorous and relevant courses, as well as participating in work-based experiences and student organization activities.

(See the Sample Personal Plan of Study for suggested coursework, activities, and knowledge and skills to pursue in preparation of an occupation in this Career Cluster.)

Education Requirements

Occupation	Percent of Missouri employees aged 25 to 44 in the occupation whose highest level of educational attainment is:		
	High School or Less	Some College	Bachelor Degree or More
Wholesale retail buyers, except farm products	27.8%	36.2%	36.0%
Business operations specialists	18.5%	32.2%	49.4%
Business & financial operations	15.5%	29.6%	54.9%

Most Common Educational/Training Level: Long-term on-the-job training
Apprenticeships are available for more than 240 occupations. Visit www.oe.doleta.gov/bat.cfm
Note: Be sure to learn whether your occupation has a specific requirement for education or licensing.

National and State Wage Information

Location	Pay Period	2007		
		Entry*	Median	Experienced**
United States	Hourly	\$17.02	\$22.58	\$30.61
	Yearly	\$35,400	\$47,000	\$63,700
Missouri	Hourly	\$15.20	\$19.62	\$25.73
	Yearly	\$31,600	\$40,800	\$53,500

Based on (*) lower 25% and (**) upper 25% percentile of wages

National and State Employment Trends

Merchandise Buyer	Employment		Percent Change	Job Openings*
	2006	2016		
United States	156,600	156,400	0%	3,510
Missouri	3,450	3,590	+ 4%	100

*The estimate for Job Openings includes both turnover that results from people who leave the occupation (e.g. quit, retire, death) and new jobs that are created.

Educational Opportunities

Note: This list may not be all inclusive. For more information about Missouri schools and programs, visit www.dhe.mo.gov

Hannibal Career and Technical Center
Hannibal, MO
(573) 221-4430
www.hannibal.tec.mo.us

Lindenwood University
Saint Charles, MO
(636) 949-2000
www.lindenwood.edu

Metropolitan Community College - Penn Valley
Kansas City, MO
(816) 759-4000
www.mcckc.edu

Northwest Missouri State University
Maryville, MO
(660) 562-1212
www.nwmissouri.edu

Patricia Stevens College
Saint Louis, MO
(314) 421-0949
www.patriciastevenscollege.edu

Stephens College
Columbia, MO
(573) 442-2211
www.stephens.edu

University of Central Missouri
Warrensburg, MO
(660) 543-4111
www.ucmo.edu

Vatterott College
Sunset Hills, MO
(314) 843-4200
www.vatterott-college.edu

Waynesville Technical Academy
Waynesville, MO
(573) 774-6106
<http://waynesville.k12.mo.us/Schools/WTA>



**MISSOURI DEPARTMENT OF
ELEMENTARY AND SECONDARY
EDUCATION**



www.dese.mo.gov

**MISSOURI DEPARTMENT
OF HIGHER EDUCATION**



**MISSOURI DEPARTMENT
OF ECONOMIC DEVELOPMENT**



www.missouricareercenter.com

