



RETAIL SALESPERSON

Sell merchandise, such as furniture, motor vehicles, appliances, or apparel in a retail establishment.

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 retail salesperson 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
Retail salespersons	38.4%	36.5%	25.2%
Retail Sales Workers	55.3%	31.5%	13.3%
Sales and Related	31.8%	32.1%	36.0%

Most Common Educational/Training Level: Short-term on-the-job training
Apprenticeships are available for more than 240 occupations. Visit www.oa.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	\$8.02	\$9.69	\$13.12
	Yearly	\$16,700	\$20,200	\$27,300
Missouri	Hourly	\$7.69	\$9.25	\$12.75
	Yearly	\$16,000	\$19,200	\$26,500

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

National and State Employment Trends

Retail Salesperson	Employment		Percent Change	Job Openings*
	2006	2016		
United States	4,476,900	5,033,800	+ 12 %	193,520
Missouri	92,410	105,470	+ 14 %	4,670

*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

Fontbonne University

Saint Louis, MO
(314) 862-3456
www.fontbonne.edu

Lindenwood University

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

Mineral Area College

Park Hills, MO
(573) 431-4593
www.mineralarea.edu

Moberly Area Community College

Moberly, MO
(660) 622-2070
www.macc.edu

Patricia Stevens College

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

Saint Louis Community College - Florissant Valley

Saint Louis, MO
(314) 513-4200
www.stlcc.edu

Saint Louis Community College - Meramec

Kirkwood, MO
(314) 984-7500
www.stlcc.edu

Three Rivers Community College

Poplar Bluff, MO
(573) 840-9600
www.trcc.edu

Waynesville Technical Academy

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



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