



SALES MANAGER

Direct the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

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 sales manager 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
Sales managers	9.2%	22.1%	68.7%
Advertising, marketing, promotions, public relations & sales managers	8.5%	19.5%	72.0%
Management	17.6%	26.2%	56.2%

Most Common Educational/Training Level: Bachelor's or higher degree, plus work experience
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	\$30.60	\$45.63	\$66.48
	Yearly	\$63,600	\$94,900	\$138,300
Missouri	Hourly	\$32.21	\$45.46	\$64.22
	Yearly	\$67,000	\$94,600	\$133,600

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

National and State Employment Trends

Sales Manager	Employment		Percent Change	Job Openings*
	2006	2016		
United States	318,300	350,800	+ 10%	10,330
Missouri	5,040	5,750	+ 14%	160

*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

Avila University

Kansas City, MO
(816) 942-8400
www.avila.edu

Baptist Bible College

Springfield, MO
(417) 268-6060
www.baptist.edu

Bryan College

Springfield, MO
(417) 862-5700
www.bryancollege.com

Central Methodist University - College of Liberal Arts & Sciences

Fayette, MO
(660) 248-3391
www.centralmethodist.edu

College of the Ozarks

Point Lookout, MO
(417) 334-6411
www.cofu.edu

Colorado Technical University

North Kansas City, MO
(816) 472-0275
www.coloradotech.com

Columbia College

Columbia, MO
(573) 875-8700
www.ccis.edu

Crowder College

Neosho, MO
(417) 451-3223
www.crowder.edu

Culver-Stockton College

Canton, MO
(573) 288-6000
www.culver.edu

DeVry University - Missouri

Kansas City, MO
(816) 941-0430
www.devry.edu

Drury University

Springfield, MO
(417) 873-7879
www.drury.edu

(more-over)

Eldon Career Center

Eldon, MO
(573) 392-8060
www.eldoncareercenter.org

Evangel University

Springfield, MO
(417) 865-2811
www.evangel.edu

Everest College

Springfield, MO
(417) 864-7220
www.springfield-college.com

Fontbonne University

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

Grantham University

Kansas City, MO
(800) 955-2527
www.grantham.edu

Hannibal-Lagrange College

Hannibal, MO
(573) 221-3675
www.hlg.edu

Harris-Stowe State University

Saint Louis, MO
(314) 340-3366
www.hssu.edu

ITT Technical Institute - Arnold

Arnold, MO - (636) 464-6600
Earth City, MO - (314) 298-7800
www.itt-tech.edu

Jefferson College

Hillsboro, MO
(636) 797-3000
www.jeffco.edu

Lincoln University

Jefferson City, MO
(573) 681-5000
www.lincolnu.edu

Lindenwood University

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

Maryville University of Saint Louis

Saint Louis, MO
(800) 627-9855
www.maryville.edu

Messenger College

Joplin, MO
(417) 624-7070
www.messengercollege.edu

Metropolitan Community College

Independence, MO - (816) 655-6000
Maple Woods, KC, MO - (816) 437-3000
Penn Valley, KC, MO - (816) 759-4000
Lees Summit, MO - (816) 672-2000
www.mcckc.edu

Mineral Area College

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

Missouri Baptist University

Saint Louis, MO
(314) 434-1115
www.mobap.edu

Missouri College

Saint Louis, MO
(314) 821-7700
www.missouricollege.edu

Missouri Southern State University

Joplin, MO
(417) 625-9300
www.mssu.edu

Missouri State University

Springfield, MO
(417) 836-5000
www.missouristate.edu

Missouri State University - West Plains

West Plains, MO
(417) 255-7255
www.wp.missouristate.edu

Missouri Western State University

Saint Joseph, MO
(816) 271-4200
www.missouriwestern.edu

Moberly Area Community College

Moberly, MO
(660) 263-4110
www.macc.edu

National American University

Brooklyn Center, KC, MO - (816) 412-5500
Independence, MO - (816) 412-7700
Zona Rosa, KC, MO - (816) 412-5500
www.national.edu

North Central Missouri College

Trenton, MO
(660) 359-3948
www.ncmissouri.edu

Northwest Missouri State University

Maryville, MO
(660) 562-1212
www.nwmissouri.edu

Northwest Technical School

Maryville, MO
(660) 562-3022
www.maryville.k12.mo.us/external/home.html

Ozarks Technical Community College

Springfield, MO
(417) 447-7500
www.otc.edu

Park University

Parkville, MO
(816) 741-2000
www.park.edu

Rankin Technical College

St. Louis, MO
(866) 472-6536
www.ranken.edu

Rockhurst University

Kansas City, MO
(816) 501-4000
www.rockhurst.edu

St. Charles Community College

St. Peters, MO
(636) 922-8000
www.stchas.edu

Saint Louis Community College

St. Louis, MO
Florissant Valley - (314) 513-4200
Forest Park - (314) 644-9100
Meramec - (314) 984-7500
www.stlcc.edu

Saint Louis University

Saint Louis, MO
(314) 977-2222
www.imagine.slu.edu

Sanford-Brown College

Saint Peters, MO
(636) 696-2300
www.sbcstpeters.com

Southeast Missouri State University

Cape Girardeau, MO
(573) 651-2000
www.semo.edu

Southwest Baptist University

Bolivar, MO
(800) 526-5859
www.sbuniv.edu

State Fair Community College

Sedalia, MO
(660) 530-5800
www.sfccmo.edu

Stephens College

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

Three Rivers Community College

Poplar Bluff, MO
(877) 879-8722
www.trcc.edu

Truman State University

Kirksville, MO
(660) 785-4000
www.truman.edu

University of Central Missouri

Warrensburg, MO
(660) 543-4111
www.ucmo.edu

University of Missouri - Columbia

Columbia, MO
(573) 882-2121
www.missouri.edu

University of Missouri - Kansas City

Kansas City, MO
(816) 235-1000
www.umkc.edu

University of Missouri - Rolla

Rolla, MO
(573) 341-4111
www.umr.edu

University of Missouri - St. Louis

St. Louis, MO
(314) 516-5000
www.umsl.edu

University of Phoenix

Kansas City, MO - (816) 943-9600
St. Louis, MO - (314) 298-9755
www.phoenix.edu

Vatterott College

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

Washington University

St. Louis, MO
(314) 935-5000
www.wustl.edu

Webster University

St. Louis, MO
(314) 968-6900
www.websteruniv.edu

Westminster College

Fulton, MO
(573) 642-3361
www.westminster-mo.edu

William Jewell College

Liberty, MO
(816) 781-7700
www.jewell.edu

William Woods University

Fulton, MO
(573) 642-2251
www.williamwoods.edu