



## CAREER PROFILES

### Other Sales Related Occupations:

Workers in **other sales related occupations** sell goods or services during home demonstrations or by telephone soliciting, retail exhibitions, or street vending.

### Wage/Salary Information:

\$32,550 is the median annual salary found in local job-postings.

\$11.80/hour is the median wage reported locally.

### Commonly Listed Skills in Job Postings:

- Marketing
- Self-motivated
- Oral and written communication
- Customer service oriented
- Sales experience
- Marketing
- Detail oriented
- Work independently
- Teamwork
- Bilingual
- Creativity
- Time management
- Fundraising
- Problem solving
- Management
- Leadership
- Computer use
- Presentation

### Job Duties:

Direct distributors contact potential customers by phone or through personal contacts, demonstrate, and sell products directly to individual customers or at sales parties and deliver purchased goods to customers.

Door-to-door Salespersons solicit sales and sell merchandise to residents of private homes.

Street Vendors set up and display merchandise on sidewalks or at public events to sell to the public.

Telephone Solicitors and Telemarketers contact businesses or private individuals, by telephone, to solicit sales for goods or services or conduct market surveys.

Demonstrators arrange sales demonstration appointments, and show, describe and sell goods or services at wholesale, retail and industrial establishments, and at exhibitions, trade shows and private homes.

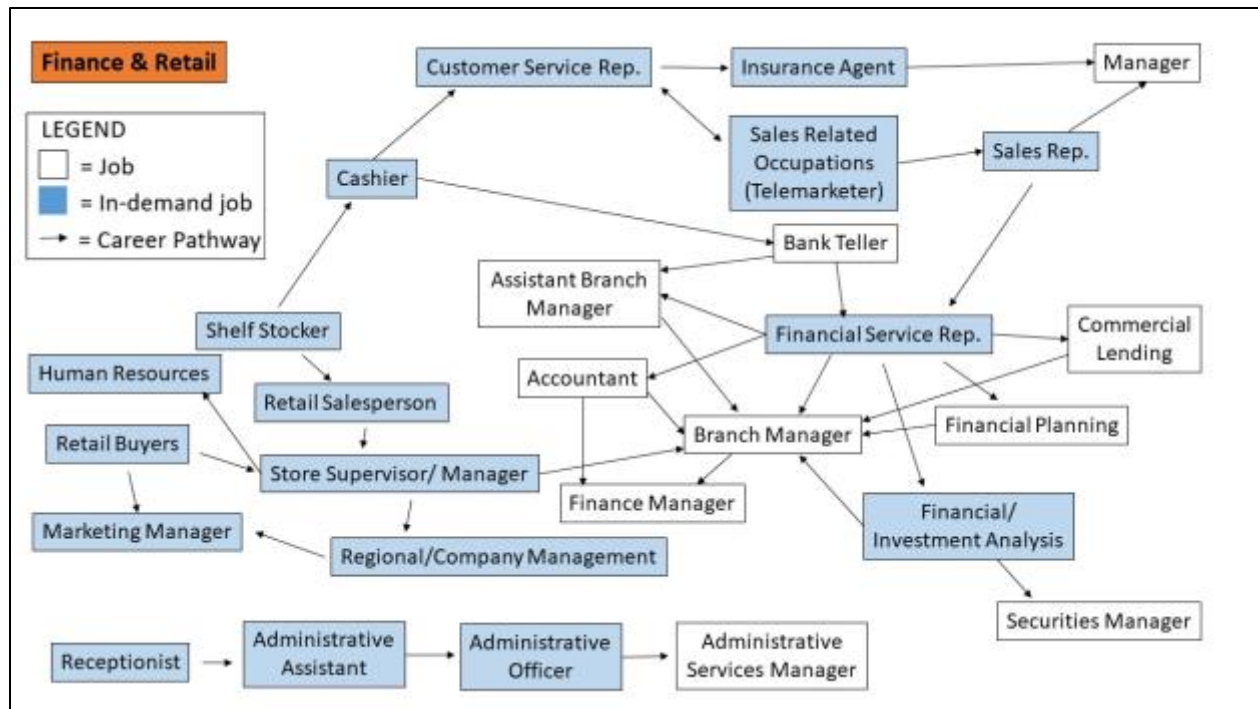
### Working Conditions:

Work typically takes place in a controlled indoor environment. Work can also take place outdoors in various outdoor weather conditions.

### Career Pathways:

Progression to related supervisory positions is possible with additional training or experience. They are employed by a wide range of retail and wholesale establishments, manufacturers, telemarketing companies, and call-centres, or they may be self-employed. Below are potential career pathways for other sales related occupations:

- Canvasser – retail
- Demonstrator – retail
- Direct distributor – retail
- Door-to-door salesperson
- Home demonstrator – retail
- Street vendor
- Telemarketer
- Telephone solicitor



### Education and Training Pathways:

If you're interested in a career for a sales related occupation in this field, you can begin your apprenticeship or attend a local training/education program.

### Apprenticeship Details:

Information Technology – Contact Centre Sales Agent

- Certification: Voluntary (not required to practice this profession in Ontario)
- Red Seal: No
- On-the-job training: 3,820 hours
- In-class training: One 5-week and one 1-week technical session (180 hours)

Individuals interested in pursuing an apprenticeship pathway, should follow these steps:

- 1) Get hired – by an employer/sponsor/union
- 2) Apply online to register as an apprentice at [www.ontario.ca/page/start-apprenticeship](http://www.ontario.ca/page/start-apprenticeship)
- 3) Sign a training agreement with your employer/sponsor and the Employment Ontario apprenticeship office.
- 4) Become a Member of the Ontario College of Trades Apprentices Class at [www.collegeoftrades.ca/membership](http://www.collegeoftrades.ca/membership)
- 5) Keep a record of the hours you work
- 6) Achieve the competencies listed in your training standard if required in your trade

- 7) Complete all of the training requirements in your trade and you will receive a Certificate of Apprenticeship (CoA).
- 8) Write the Exam for the Certificate of Qualification if required in your trade

If you are currently in high school and would like to begin an apprenticeship, visit [oyap.com](http://oyap.com) for more information about the Ontario Youth Apprenticeship Program.

Individuals unsure about whether to pursue an apprenticeship or not, can learn more by visiting [www.ontario.ca/page/prepare-apprenticeship](http://www.ontario.ca/page/prepare-apprenticeship).

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