



CAREER PROFILES

Corporate Sales Managers:

Corporate Sales Managers plan, organize, direct, control, and evaluate the activities of establishments and departments involved in commercial, industrial, institutional, e-business and wholesale, and retail sales. **Corporate Sales Managers** are often seen as leaders in company's sales departments.

Wage/Salary Information:

\$83,350 is the median annual salary found in local job-postings.

\$35.53/hour is the median wage reported locally.

Commonly Listed Skills in Job Postings:

- Marketing
- Oral and written communication
- Sales experience
- Microsoft Office
- Negotiation
- Presentation
- Self-motivated
- Creativity
- Leadership
- Management
- Problem solving
- Time management
- Teamwork
- Organizational skills
- Analytical
- Detail oriented
- Work independently
- Bilingual
- Customer service oriented
- Interpersonal
- Computer use

Job Duties:

Corporate Sales Managers plan, direct, and evaluate the activities of sales departments in commercial, industrial, wholesale, and retail and other establishments. Corporate sales Managers organize regional and divisional sales operations and establish organizational policies and procedures in relation to sales. They determine strategic planning related to new

product lines and lead sales teams in building relationships with business clients and manage negotiations of sales contracts. Corporate Sales Managers also recruit, organize, train, and manage staff and may work with marketing departments to understand and communicate marketing messages to the field.

Working Conditions:

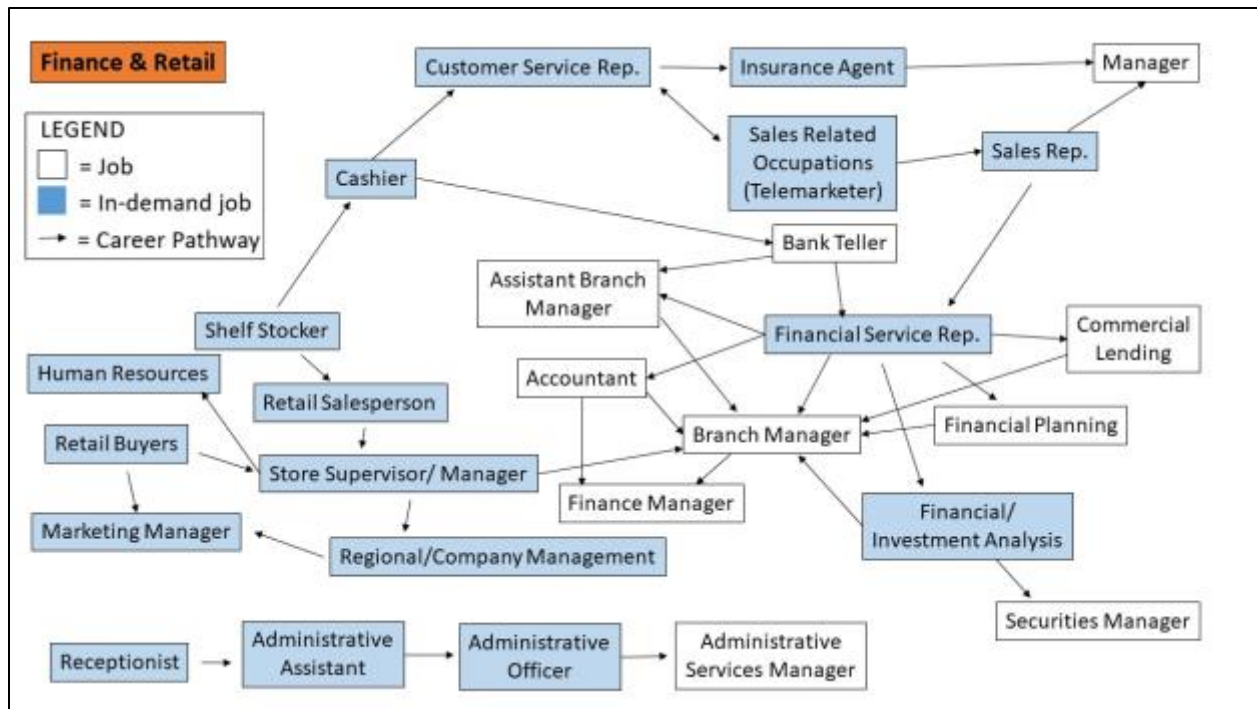
Work is typically done in an office environment.

Career Pathways:

Corporate Sales Managers are typically individuals with a higher education and lots of experience in sales. Corporate Sales Managers can begin their career path as entry-level sales representatives. With the proper experience, an individual can become a Corporate Sales Manager by moving up from their entry-level position.

Corporate Sales Managers are employed by commercial, industrial, and wholesale and retail trade establishments. Below are potential career pathways for Corporate Sales Managers:

- Account Manager – Sales
- Corporate Sales Manager
- District Manager, Retail
- Field Sales Manager
- Manager, Trade Expansion
- National Accounts Manager – Sales
- Product Manager
- Regional Sales Manager
- Trade Expansion Manager



Education and Training Pathways:

If you're interested in becoming a Corporate Sales Manager, you can acquire training/education locally at any of the following institutions.

St. Clair College:

Business Administration – International

Admission/Eligibility Requirements:

- OSSD with the majority of courses at College ©, University (U), University/College (M), or Open (O) level qualify for admission to this program, or;
- Mature Student Status

Academic Credential: Three Year - Ontario College Advanced Diploma

Professional Certification: Unknown

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 3 years

Program Cycle: Unknown

Program Cost:

- Year 1: \$3,941.61
- Year 2: \$3,781.0
- Year 3: \$3,804.05
- Total: \$11,526.71 (2017/18)

OSAP Eligible: Yes

Location: 2000 Talbot Road West, Windsor, N9A 6S4

For more information on this program, please visit:

http://www.stclaircollege.ca/programs/postsec/busadmin_international/

Business Administration – Marketing

Admission/Eligibility Requirements:

- OSSD with the majority of courses at College ©, University (U), University/College (M), or Open (O) level qualify for admission to this program, or;
- Mature Student Status

Academic Credential: Three Year - Ontario College Advanced Diploma

Professional Certification: Unknown

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 3 years

Program Cycle: Unknown

Program Cost:

- Year 1: \$3,941.61
- Year 2: \$3,781.05
- Year 3: \$3,804.05
- Total: \$11,526.71 (2017/18)

OSAP Eligible: Yes

Location: 2000 Talbot Road West, Windsor, N9A 6S4

For more information on this program, please visit:

http://www.stclaircollege.ca/programs/postsec/busadmin_marketing/

[University of Windsor:](#)

Business Administration

Admission Requirements:

- Mean Admissions Average: 83%
- Minimum Admissions Average: 73% (without co-op and 78% (with co-op) ENG4U and one Grade 12U math with a mark of at least 70%
- For second-year Odette School students: minimum of 75% average (Students must obtain major average of 70%+ and cumulative average of 65%+, and successfully complete three paid work terms to remain in Co-op program) (Only one outstanding grade of lower than 50% is permitted)

Academic Credential: Degree - Bachelor of Commerce

Professional Certification: Opportunity for Information Systems Concentration and Certificate

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 4 years

Program Cycle: Intake for Fall, Winter, Summer

Program Cost: *\$10867.86

OSAP Eligible: Yes

Location: 401 Sunset Avenue, Windsor, N9B 3P4

For more information on this program, please visit:

<http://odette.uwindsor.ca/programs-available>

Business Administration and Computer Science**Admission Requirements:**

- Mean Admissions Average: 83%
- Minimum Admissions Average: 73% (without co-op and 78% (with co-op) ENG4U and one Grade 12U math with a mark of at least 70%
- For second-year Odette School students: minimum of 75% average
- (Students must obtain major average of 70%+ and cumulative average of 65%+, and successfully complete three paid work terms to remain in Co-op program) (Only one outstanding grade of lower than 50% is permitted)

Academic Credential: Degree - Bachelor of Commerce

Professional Certification: Opportunity to Concentrate and receive Certificate in Marketing, Human Resources Management, Finance, Accounting, and Information Systems

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 4 years

Program Cycle: Intake for Fall, Winter, Summer

Program Cost: *\$10867.86

OSAP Eligible: Yes

Location: 401 Sunset Avenue, Windsor, N9B 3P4

For more information on this program, please visit:

<http://www.uwindsor.ca/studentrecruitment/333/business-administration-honours-and-computer-science-optional-co-op>

Business Administration and Economics

Admission Requirements:

- Mean Admissions Average: 83%
- Minimum Admissions Average: 73% (without co-op and 78% (with co-op) ENG4U and one Grade 12U math with a mark of at least 70%
- For second-year Odette School students: minimum of 75% average
- (Students must obtain major average of 70%+ and cumulative average of 65%+, and successfully complete three paid work terms to remain in Co-op program) (Only one outstanding grade of lower than 50% is permitted)

Academic Credential: Degree - Bachelor of Commerce

Professional Certification: Opportunity to Concentrate and receive Certificate in Marketing, Human Resources Management, Finance, Accounting, and Information Systems

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 4 years

Program Cycle: Intake for Fall, Winter, Summer

Program Cost: *\$10867.86

OSAP Eligible: Yes

Location: 401 Sunset Avenue, Windsor, N9B 3P4

For more information on this program, please visit:

<http://odette.uwindsor.ca/programs-available>

Disclaimer: *The educational institution reserves the right to change information without notice, and may result in discrepancies between their information and the information presented above. If any errors are found, please report them to info@workforcewindsorsex.com.*