



CAREER PROFILES

Retail and Wholesale Trade Manager:

Retail and Wholesale Trade Managers plan, organize, direct, control, and evaluate the operations of establishments that sell merchandise or services on a retail or wholesale basis.

Wage/Salary Information:

\$37,500 is the median annual salary found in local job-postings.

\$28.02/hour is the median wage reported locally.

Commonly Listed Skills in Job Postings:

- Marketing
- Microsoft Office
- Teamwork
- Oral and written communication
- Sales experience
- Financial management
- Leadership
- Negotiation skills
- Customer-service oriented
- Conflict resolution
- Problem solving
- Strategic planning
- Decision making
- Presentation software

Job Duties:

Retail and Wholesale Trade Managers plan, direct, and evaluate the operations of establishments engaged in wholesale and retail sales or of departments in such establishments and manage staff and assign duties. Retail and Wholesale Trade Managers study market research and trends to determine consumer demand, potential sales volumes and effect of competitors' operations on sales. They determine merchandise and services to be sold, and implement price and credit policies and locate, select, and procure merchandise for resale. Retail and Wholesale Trade Managers also develop and implement marketing strategies and plan budgets and authorize expenditures.

Working Conditions:

Retail Trade Managers must enjoy working with the public because a large part of their job involves interacting with customers, answering questions and dealing with complaints.

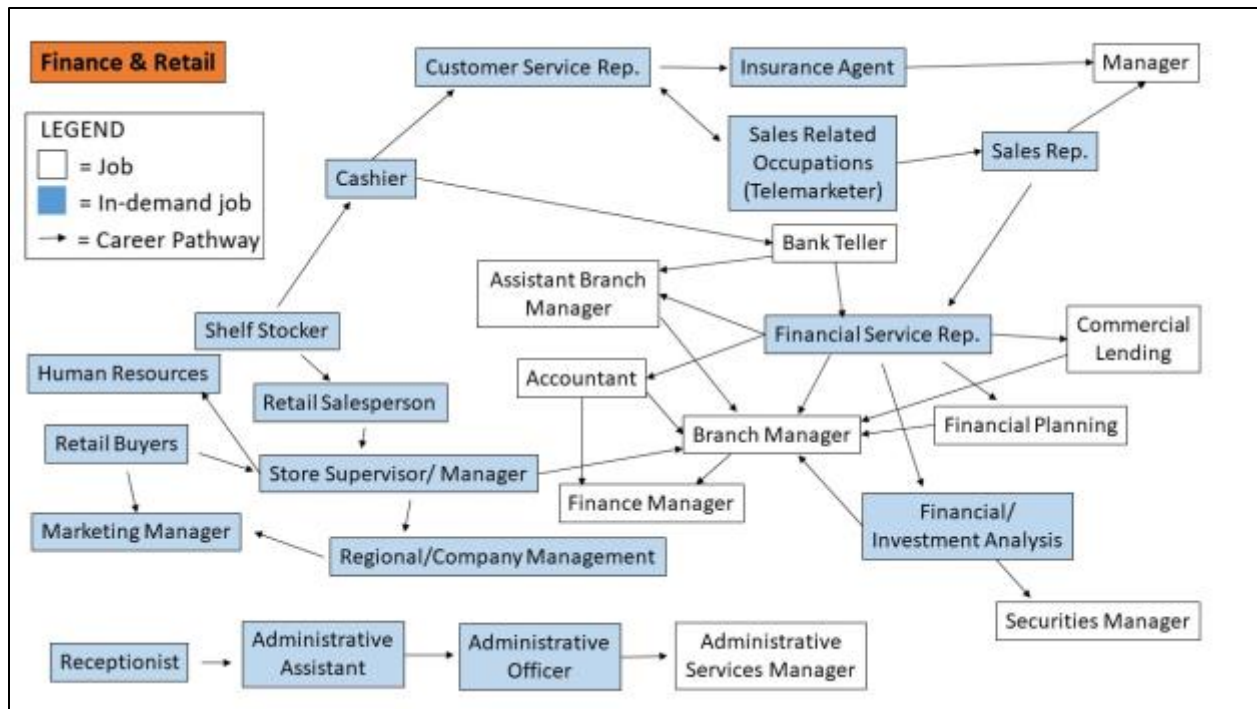
Most Managers work a minimum of 40 hours a week, but work schedules vary considerably. Independent owners of retail establishments have more control over their schedules, although hours of operation must be convenient for customers. Owners also tend to put in more hours before their establishment opens and after it closes.

Career Pathways:

There is some mobility between Managers in this field, depending on the product or service. In larger companies, Retail Trade Managers may have the opportunity to move into upper management positions. These could include regional and provincial management positions.

Retail and Wholesale Trade Managers are employed by retail and wholesale sales establishments or they may own and operate their own store. Below are potential career paths for Retail and Wholesale Trade Managers:

- Antique Dealer
- Assistant Manager – Retail
- Automobile Repair Shop Manager
- Bookstore Manager
- Car Dealership Manager
- Cattle Dealer
- Clothing Store Manager
- Department Store Manager
- Pleasure Boat Dealer
- Sporting Goods Store Manager
- Store Manager – Retail
- Supermarket Manager
- Variety Store Manager



Education and Training Pathways:

If you're interested in becoming a Retail and Wholesale Trade Managers, you can acquire training/education locally at any of the following institutions.

Canadian College of Health, Science, and Technology:

Business Administration and Project Management

Admission/Eligibility Requirements: Unknown

Academic Credential: Business Administration & Project Management Diploma

Professional Certification: Opportunity to earn PMP Associate Level Accreditation

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 39 weeks (720 hours)

Program Cycle: Unknown

Program Cost: Unknown

OSAP Eligible: Unknown

Location: 1737 Walker Road, Windsor, N8W 3P2

For more information on this program, please visit:

<http://www.cchst.net/business-administration-and-project-management-program/>

College Boreal:

Business

Admission/Eligibility Requirements:

- OSSD, ACE certificate, or its equivalent in another province, or adult student status
- 1 French credit: FRA4C, FRA4U, or equivalent
- 1 mathematics credit: MCR3U, MCF3M, MAP4C, MCT4C, or equivalent

Academic Credential: Ontario College Diploma

Attendance: In-person

Full-time or Part-time: Full-time

Program Length: 4 semesters

Program Cycle: Unknown

Program Cost: Unknown

OSAP Eligible: Unknown

Location: 7515 Forest Glade Drive, Windsor, N8T 3P5

For more information on this program, please visit:

<http://www.collegeboreal.ca/programmes/business/>

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/

[triOS College:](#)

Business Administration

Admission/Eligibility Requirements:

- High School Graduation Diploma or Mature Student Status
- In addition, an entrance assessment must be successfully passed

Academic Credential: Business Administration Diploma

Professional Certification: Unknown

Attendance: In-Person

Full-time or Part-time: Full-time

Program Length: 34 weeks (850 hours)

Program Cycle: Unknown

Program Cost: Unknown

OSAP Eligible: Unknown

Location: 7610 Tecumseh Road East, Windsor, N8T 1E9

For more information on this program, please visit:

<http://www.trios.com/career/?Section=DiplomainBusinessAdministration>

[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.*