

RETAIL/MERCHANDISING

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SALES Industrial Wholesale Direct Marketing Consumer Product Financial Services Services Advertising E-commerce Customer Service	Profit and non-profit organizations Product and service organizations Manufacturers Financial companies Insurance companies Print and electronic media outlets Software and technology companies Retail stores	Obtain a part-time job or internship in sales to gain experience, as these positions are often stepping stones to higher-level positions. Demonstrate initiative, organization and problem-solving skills. Enjoy working with people. A commitment to customer satisfaction is imperative. Learn to communicate effectively with a wide range of people. Take additional courses in interpersonal communication and public speaking. Develop persuasion skills and extensive knowledge of merchandise for sale. Cultivate a competitive drive to reach sales quotas and break sales records under pressure.

Merchandising Training Manual

David Baud



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