RETAIL/MERCHANDISING

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

BUYING PURCHASING

Product Development Planning and Afocustori Discount stores
Mass merchants
Grocery stores
Specially attives (e.g., clishing, home furnishings,
jewitry, books, sectronics, etc.)
Department stores
Grocery stores
Pharmacy retailers

Obtain sales and relat expenses through part-time pides and internships.

Prepare to work under pressure in fast-pooed environments.

Develop organizational skills and attention to detail to monitor inventory and compare products, prices and inventors.

Acquire analytical and mathematical skills to operate within a budget and to evaluate sales data moluting competition?

Develop excutent interpersonst and communication skills for negotiating with vendors.

Be prepared to travel frequently in order to visit markets and search for new merchandise.

Expect to work with overseas suppliers. Knowledge of languages, customs and cultures will be helpful.

Develop a competitive drive with the understanding that a buyer's goal is to beat the sales and profit records of the previous year.

Be prepared to begit as a buyer trained. Training periods can range from 1 to 5 years.

SALES

Industrial Wholesale Direct Marketing Consumer Product Financial Services Services Advertising E-commerce Cuatomer Service Profit and non-profit organizations Product and service organizations Manufacturers Financial companies Insurance companies Profit and stectorist media outets forfease and technology companies

Retail stores.

Obtain a part-time job or internation in sales to gain experience, as these positions are often stepping stones to higher-level positions.

Demonstrate initiative, organization and problemsolving skills.

Enjoy working with people.

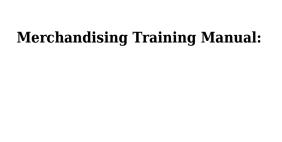
A commitment to customer satisfaction is imperative. Learn to communicate effectively with a wide-range of people. Take additional courses in interpersonal communication and public speaking.

Denetop persuasion skills and automove knowledge of merchandics for sale.

Cultivate a competitive drive to reach sales quotes and break sales records under pressure.

Merchandising Training Manual

David Baud



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