

# RETAIL SECTOR

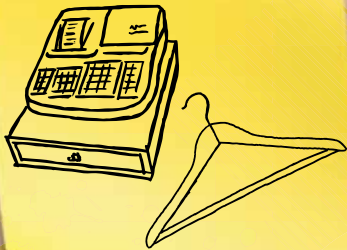
**58%**

(number of female workers in this sector)

Get paid to help people shop til they drop

**1/3**

number of retail employees under 25 years old



**42%**

(number of male workers in this sector)

Don't forget about the staff discount...!

**£325 billion** (annual turnover of the retail sector)



Retail manager (experienced) expected yearly earnings -  
**£21,000 - £28,000**

Retail manager (large store) expected yearly earnings -  
**£40,000+**

The retail sector is booming in the UK...get involved!

If you love fashion this is the sector for you!



## RETAIL

## Careers Insight

The retail sector offers a range of career paths, from managing a shop to creating shop window displays. It's also one of the most fun and young industries out there, with more than one third of the workforce under 25 years old.

### Store operations

Store operations are about delivering excellent customer service. Sales assistants help customers in the shop and make the overall shopping experience better.

**Salary:** starting between £11,000 and £15,000 a year.

### Buying

Buyers are the people who choose what is sold in the shop, and buy the products directly from designers and wholesalers. They have to be good negotiators too.

**Salary:** starting between £16,000 and £20,000. With experience, you can earn over £45,000 a year.

### Visual merchandising

From window displays to mannequin dressing, this creative career is about making visual displays to catch the customer's eye.

**Salary:** starting between £12,000 and £16,000 a year.

### Management

From managing a shop to overseeing a region of national chains, store managers are needed to keep things running smoothly and profitably.

**Salary:** starting between £16,000 and £20,000, managers of large stores can make £40,000 or more.

## GET QUALIFIED

There are several courses you can take to help start a career in retail. Once you have work experience these qualifications will help further your career...

### Apprenticeships

This Apprenticeship is an NVQ level 2:

- Retail

### Advanced Apprenticeships

You can also do an advanced Apprenticeship, which is NVQ level 3:

- Retail

### A Levels

Some A Levels that could put you in a good position for a management role:

- Business Studies
- Economics

### Foundation Degrees

A Foundation Degree is a university-level qualification that is equivalent to the first two years of an Honours Degree. They are different from Honours Degrees as they involve learning in the workplace as well as at university or college.

### College Courses

A college course can also be a great route into this sector. To see which colleges have relevant courses in your region check out [www.opendoorsmedia.co.uk](http://www.opendoorsmedia.co.uk).

### Employer Funded Study

Many of the big national chains (like M&S, Tesco and Sainsbury) run special training schemes for school leavers – lots of them are linked in with a management option. Entry requirements vary with each scheme – check the websites of shops for more information.

## USEFUL LINKS

[www.opendoorsmedia.co.uk](http://www.opendoorsmedia.co.uk) - The best careers site on the web.

[www.skillsmartretail.com](http://www.skillsmartretail.com) - The Sector Skills Council responsible for the Retail sector.

[www.careersbox.co.uk](http://www.careersbox.co.uk) - Home to a fantastic library of free careers videos.