

JOB ROLE

RETAIL SALES SUPERVISORS

LEVEL OF GROWTH FOR JOB ROLE



- > Projected change of +2.3%
- > From 42,700 in 2023 to 43,700 in 2028

AVERAGE SALARY FOR OCCUPATION



Entry level
(1-3 years' experience)



Senior
(8+ years' experience)

WHAT DO EMPLOYERS WANT?



SPECIALISED SKILLS

- > Store Management
- > Sales Goals
- > Customer Service
- > Budgeting
- > Stock Control

EMPLOYABILITY SKILLS

- > Communication Skills
- > Leadership
- > Energetic
- > Organisational Skills
- > Multi-Tasking

DIGITAL SKILLS

- > Microsoft 365
- > CRM

EMPLOYMENT PROSPECTS



TOP SOUTH AUSTRALIAN INDUSTRIES WHO ADVERTISED FOR THIS JOB ROLE IN THE PREVIOUS 12 MONTHS:

- > Supermarket and Grocery Stores
- > Clothing Retailing
- > Sport and Camping Equipment Retailing
- > Watch and Jewellery Retailing

TOP SOUTH AUSTRALIAN EMPLOYERS WHO ADVERTISED FOR THIS JOB ROLE IN THE PREVIOUS 12 MONTHS:

- > Smokemart & Giftbox
- > Skechers
- > Lorna Jane
- > Coles Supermarket
- > The Salvation Army

LOOK FOR JOBS BEING ADVERTISED USING THESE JOB TITLES:

- > Assistant Store Manager
- > Store Leader
- > Store Supervisor



QUALIFICATION PATHWAYS

Looking to progress your career? TAFE SA can help you further your study with these courses (*fees may apply)

- > Certificate I Program in Pathways to Retail
- > Certificate III in Retail (SIR30216)
- > Certificate IV in Retail Management (SIR40316)

Or undertake a range of short courses to supplement your existing knowledge or continue upskilling.

Further information available on the TAFESA website.

JOB HOLDER COMMENTS

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"I wanted to get back in to study, to learn something new and get the skills to get that retail job. I really enjoy the atmosphere and encouragement from lecturers."

Adriana Loprete
Certificate III in Retail (SIR30216)



NETWORKING WITH INDUSTRY



Networking with industry provides you with opportunities to gain employment, advance your career and stay current with industry changes.

Conferences and workshops are an excellent way to introduce yourself to key industry contacts.

Follow these organisations on social media:

- > National Retail Association
- > Australian Retailers Association
- > TSA Group

Consider these opportunities to find employment:

- > Send your resume to relevant businesses in your local area
- > Look for employment opportunities advertised on
 - the TAFE SA Jobs Board
 - online employment websites like Seek
 - the job board on your local Regional Development Australia (RDA) website

CAREER SUPPORT



Not sure where to start? TAFE SA's Student Services can provide you with a range of career planning support including:

- > career planning
- > write a winning resume
- > how to respond to selection criteria
- > cover letters that stand out
- > preparing for job interviews

To find out more, or to book an appointment, visit TAFE SA's Career Support Page: Career Support (tafesa.edu.au)

Data sources:

Industry and job role data sourced 2024 from Lightcast™.(2022). "Labor Insight™ Real-Time Labor Market Information Tool." Retrieved from <https://labourinsight.lightcast.io/anz>.

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Salaries are based on the Median Australian Salary from "<https://www.salaryexpert.com>" Salary Expert. Experienced salary levels may require additional study. Salaries may vary in your location. Information is accurate as of January 2024 and is to be used as a guide only.

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