

# JOB ROLE

# RETAIL SALES SUPERVISORS

## LEVEL OF GROWTH FOR JOB ROLE



## AVERAGE SALARY FOR OCCUPATION



## 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
- > Certificate IV in Retail Management

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



## 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](http://tafesa.edu.au))**

### Data sources:

Burning Glass Technologies. "Labor Insight™ Real-Time Labor Market Information Tool." <http://www.burning-glass.com>. 2021, data sourced 2023

Labour Market Insights, Government of Australia, data sourced 2023

Salaries are based on the Median Australian Salary from Salary Expert. Experienced salary levels may require additional study. Salaries may vary in your location. Information is accurate as of March 2023 and is to be used as a guide only.

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