

# CAREER FACT SHEET

## Retail and Wool Buyers

### Snapshot

Retail and Wool Buyers select and buy goods for resale in retail establishments, and value and buy wool sold by wool growers.

How many are employed in this occupation?	7400
What are the average weekly earnings for full time workers?	\$1,154
How does unemployment compare with other occupations?	Below Average
What are the job prospects for this occupation?	Low
What will be the likely future employment growth for the next five years?	Relatively Steady

### Main employing industries

Retail Trade; Wholesale Trade; Public Administration and Safety; Agriculture, Forestry and Fishing

### Tasks

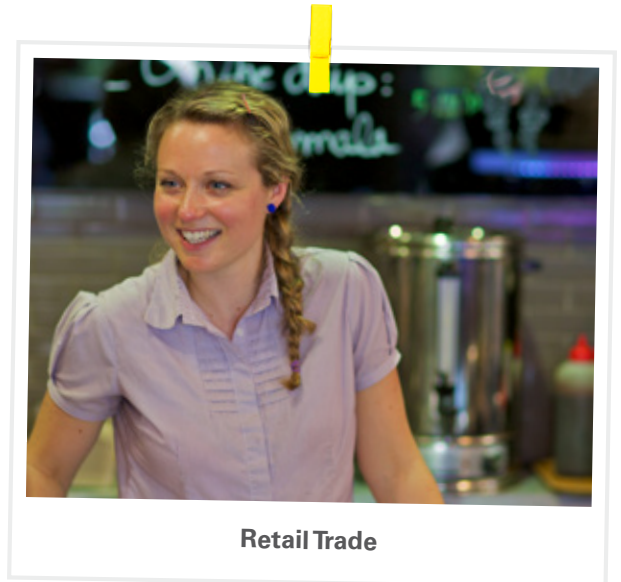
This occupation may include associated occupations with varying tasks.

- monitoring sales data and stock levels, and studying trade, manufacturers' and market information to keep informed of changing market conditions
- negotiating purchase, promotion and supply arrangements with suppliers
- designing and implementing pricing, marketing, promotional and display strategies
- liaising with management on long-term planning and sales promotions
- establishing working plans according to seasonal and budgetary requirements
- anticipating consumer trends and determining quantity, style and quality of goods to be purchased
- inspecting, comparing, selecting and valuing wool by determining colour, yield, micron and length
- inspecting and buying wool at auction, in wool brokers' stores and in farm sheds
- receiving samples from scoured wool exchanges
- may visit freezing works to buy slipe wool

# INDUSTRY OVERVIEW

## Retail Trade

If you're interested in selling products to customers, displaying goods for sale, or working in Retail operations then the Retail Trade industry could be the place for you to kick-start your career journey. The Retail industry is huge and covers a diverse range of products including groceries, personal-care items, white goods, apparel and motor vehicles. These goods are purchased from domestic or overseas manufacturers and wholesalers to be onsold (retailed) to local customers. There is more to the Retail trade than just selling products. A career in this industry could involve work in administration, customer service, employee relations, finance, inventory, loss prevention, merchandising or marketing. The supermarket and grocery category is the largest retail employer in Australia, followed by the pharmaceutical sector, so you could find your career starts right where you already do your own shopping! The increased popularity of buying and selling products and services over the internet has led to a growth in online retailing or electronic commerce (e-commerce) businesses, creating new job opportunities in what is a very exciting segment of the industry.



### Possible job pathways

- Advertising and Sales Managers
- Bakers and Pastrycooks
- Checkout Operators and Office Cashiers
- Florists
- Models and Sales Demonstrators
- Pharmacy Sales Assistants
- Retail and Wool Buyers
- Retail Managers
- Retail Supervisors
- Sales Assistants (General)
- Sales Representatives
- Service Station Attendants
- Shelf Fillers
- Storepersons
- Street Vendors and Related Salespersons
- Technical Sales Representatives
- Telemarketers
- Visual Merchandisers

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