



First-Line Supervisors of Non-Retail Sales Workers

**NEXT
STEPS**
IDAHO

What Is It?

Directly supervise and coordinate activities of sales workers other than retail sales workers. May perform duties such as budgeting, accounting, and personnel work, in addition to supervisory duties.

What Do They Typically Do?

- Communicating with Supervisors, Peers, or Subordinates
- Coaching and Developing Others
- Getting Information

Annual Income:

- Entry Level: \$45,560
- Typical: \$63,380
- Experienced: \$77,640

Major Employers:

Wholesale Trade, Finance and Insurance

What do I do next?

Learn about the job culture:

- Schedule at least one informational interview
- Conduct a job shadow, if possible
- Research available volunteer or intern opportunities

Prepare for training:

- Visit and call trade schools or colleges that offer a related program
- Research regional job openings at: idahoworks.gov

Explore all pathways to certification:

labor.idaho.gov/jobscope

Talk to your school counselor or advisor for more information

Get started today!

Ask about the career & technical programs at your school or nearby technical college.

Check out Idaho Digital Learning Academy for online opportunities: idahodigitallearning.org

For tips, tools, and resources to learn how your skills and interests can translate to a rewarding career, visit the Next Steps Idaho website.

www.NextSteps.Idaho.gov



Data provided by O*NET National Resource Center, onetcenter.org and Idaho Department of Labor

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