



Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

**NEXT
STEPS**
IDAHO

What Is It?

Sell goods for wholesalers or manufacturers where technical or scientific knowledge is required in such areas as biology, engineering, chemistry, and electronics, normally obtained from at least 2 years of post-secondary education.

What Do They Typically Do?

- Establishing and Maintaining Interpersonal Relationships
- Getting Information
- Communicating with Supervisors, Peers, or Subordinates

Annual Income:

- Entry Level: \$34,100
- Typical: \$63,780
- Experienced: \$92,900

Major Employers:

Manufacturing, Wholesale Trade, Professional, Scientific, and Technical Services

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/jobscape

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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