

## Recruitment Hotsheet – Retail

In 2008, retail trade accounted for 1.5 million retail businesses and more than 15 million workers. There were 4,081,720 retail salespersons in the retail industry, with an average annual wage of \$24,880. Currently, the retail trade sector has a diverse mix of jobs, including cashiers and stock handlers. The most common occupation in retail trade is retail salesperson. Part-time and temporary work is plentiful, ranging from opportunities with small, independent retailers to national and multinational retail chains. A solid retail background can often lead to upward movement on an array of retail management and store support career ladders. With a college degree, a retail applicant can directly enter into management training programs and onto regional- and corporate-level career paths.

### Employment Trends

Employment in retail trade is expected to increase by 4%. Despite slower-than-average growth, this industry is projected to add nearly 654,000 new jobs over the 2008-2018 period. Slower job growth reflects both continued consolidation and slower growth in personal consumption than in the previous decade. In 2008, 21% of retail workers were under 24 years of age, compared with 18% for all industries. In addition, 18% of retail workers were over 55 years of age, compared with 13% for all industries. Retail salespersons and cashiers were the two largest occupations in May 2009, representing nearly one out of every 17 jobs. Workers in retail trade are increasingly contract, temporary and part-time workers. Their education level is low and their turnover rate is high. In 2008, average weekly earnings were \$564 for a retail worker, compared with \$608 for the entire workforce. Retail trade employers struggle to attract and retain the best and brightest employees because of the misperception that jobs are low wage and lack growth potential. In reality, today's retail trade careers are more than just cashier and sales associate positions; they encompass information technology, marketing, communications, loss prevention, finance and merchandise sourcing.

### Top Metro Markets

1. New York, NY
2. Los Angeles, CA
3. Chicago, IL
4. Dallas, TX
5. Houston, TX

### Top Programs\*

[University of South Carolina – Columbia](#)

[University of Wisconsin – Madison](#)

[University of Minnesota](#)

[University of Phoenix](#)

[Patricia Stevens College](#)

[Southern New Hampshire University](#)

\*ranked by number of bachelor's degrees awarded

### Media Spotlight: Blogs

[NRF Retail Careers](#)

[Retail Blog](#)

[Retail Technology Blog](#)

[Retail Email Blog](#)

[Retail Minded](#)

### Online Networks

[MyNRF](#)

[NRF Facebook](#)

[NRF Twitter](#)

[NRF LinkedIn](#)

### E-Newsletters

[Retailer Daily](#)

[Retailing Today](#)

[RetailWire](#)

[Weekly Retail NewsTalk](#)

### Upcoming Events

[NRF 100th Annual Convention & EXPO](#)  
Jan 9-12, 2011 – New York, NY

[Retail's BIG Show 2011](#)  
January 9-12, 2011 – New York, NY

[NRF Innovate 2011](#)  
Mar 8-10, 2011 – San Francisco, CA

[GlobalShop 2011](#)  
Mar 28-30, 2011 – Las Vegas, NV

[NRF Loss Prevention Conference & EXPO 2011](#)  
Jun 13-15, 2011 – Dallas, TX