

BUSINESS & INDUSTRY MARKETING

SALES REPRESENTATIVES

ANNUAL WAGES

ENTRY: \$34,700
MEDIAN: \$52,800
HIGH: \$84,500

HOURLY WAGES

ENTRY: \$16.68
MEDIAN: \$25.38
HIGH: \$40.62

EDUCATION AT ENTRY LEVEL

HIGH SCHOOL
DIPLOMA + ON-
THE-JOB TRAINING

THE AUSTIN MSA PROJECTS TO NEED OVER
20,349 SALES REPRESENTATIVES BY 2031.
WILL YOU BE ONE?

JOB DUTIES

- Prepare documents such as representation contracts, purchase agreements, closing statements, deeds, and leases.
- Present purchase offers to sellers for consideration.
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.

YOU WILL THRIVE IN THIS POSITION IF...

- You like interacting with people.
- You are detail oriented.
- You have good negotiation skills.
- You are dependable.
- You have integrity.
- You are adaptable/flexible.
- You can cooperate on a team.



**SCAN TO WATCH A VIDEO
ABOUT THIS CAREER PATHWAY**

Data Sources
SOC: 41-3091
O'Net, JobsEq, 2022
Career OneStop

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SALES REPRESENTATIVES

HOW TO GET STARTED IN THIS CAREER PATHWAY



Take finance classes and marketing electives while in school



Participate in a debate or public speaking club

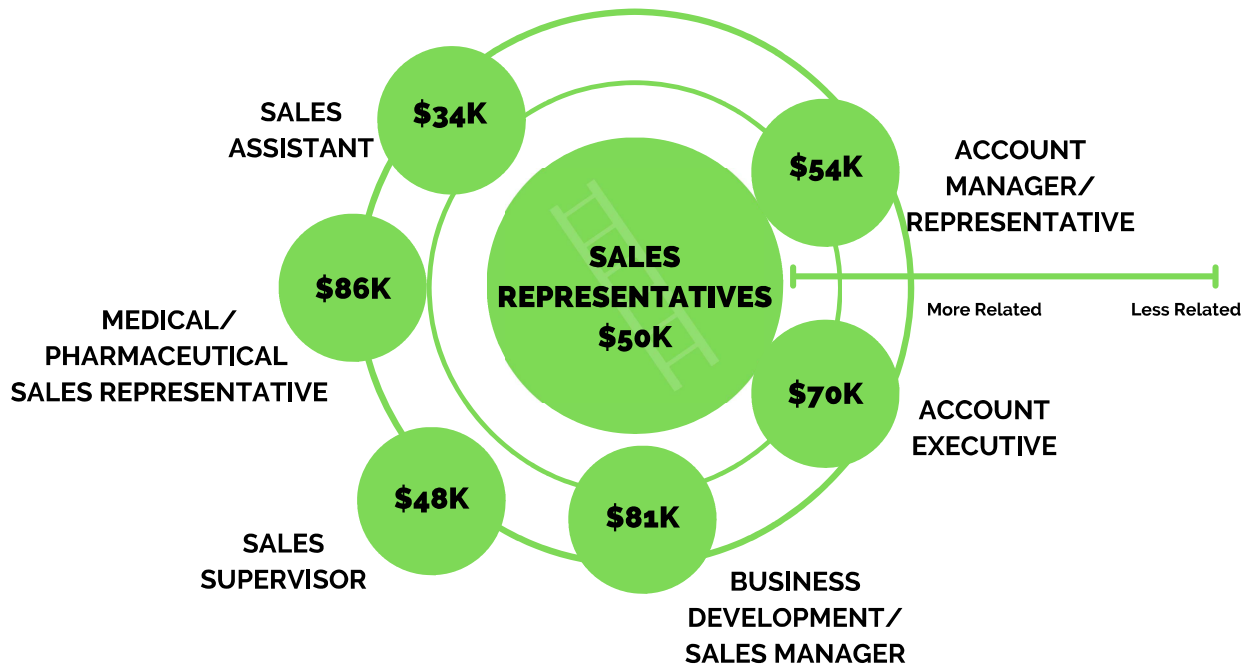


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RELATED JOBS WITH MEDIAN SALARY



WHAT IS SOMETHING NEW YOU LEARNED ABOUT THIS CAREER?
