Retail and Sales

Retail: Over three million people work in the UK retail sector. Retail has an image of working as a retail assistant in a shopping centre and while some graduates might start here there are a number of graduate training schemes including retail management, retail buying and merchandising. Graduates also need to think outside the physical retail store to the varied opportunities arising from web selling, working in the head office or even the opportunity to gain overseas work for some buying roles.

Salaries: Starting salaries average £26,000 in this sector. The majority of graduate vacancies are open to any degree discipline. Many retail roles are shift based given stores or on-line services work 24/7 including public holidays.

Sales: Graduates in sales are typically responsible for selling a company’s products and services directly to other businesses or government organisations although selling to individual customers is a possibility. Sales markets can be UK based, international or both. Jobs have an emphasis on creating, building and maintaining profitable customer relationships and can encompass carrying out research to identify new customers, winning new business, building relationships with existing customers to maintain and gain repeat business.

Sales is ideal for graduates who want to work in a target driven, pressured environment where effort is rewarded financially. You can often see significant salary increases very early in this type of role and bonuses can also be an important part of the reward package. The majority of roles are open to any degree discipline.

Key Resources

Prospects Retail Sector Briefing
A useful guide to the issues in retail

MyJobsOnline
Retail and Sales jobs can be found on the Reading University Careers website and comprise both large graduate schemes who typically advertise in the Autumn and smaller firms later in the year.

Target Jobs retail
A useful guide to the retail sector

University of Kent
Loads of useful web and a nice summary of the career options

The Grocer Magazine
Good source of retail and sales jobs

Retail Careers
Useful vacancy site

Prospects Sales Sector
A good starting point on careers on sales

Access this page and more industries at reading.ac.uk/careers/resources
Target Jobs Sales

Some helpful information on graduate roles and where to find vacancies

You may also be interested in...

- Accountancy and Financial Services
- Advertising, Marketing and PR