

Retail Trade

What you need to know



This industry focuses on the sale of products and services to consumers, such as clothing, food products, electrical goods, cars and other items, either via a shop, online or door-to-door.

Occupations include: Sales Assistants, Retail Managers, Commission-based Salespeople, Checkout Operators, Pharmacy Sales Assistants, Motor Vehicle Salespeople, Retail Supervisors and Purchasing and Supply Logistics Clerks.

OUTLOOK

Over the next five years, about **100,500 employees¹** are forecast to be needed in the Retail Trade industry, including:

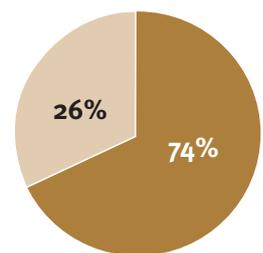
- 31,450 Sales Assistants (General)
- 7550 Retail Managers
- 15,050 Checkout operators

Current Skills shortages:

- Retail Manager (general)
- Pastrycook
- Motor Mechanic
- Baker

FAST FACTS

- Contributed \$18.9 billion (six per cent) to the Victorian economy in 2012-13
- Employs 327,600 people in Victoria
- Employment grew by 31,500 people (11 per cent) over the past five years
- About 50 per cent of people are employed in Store-based Retail and 35 per cent in Food Retailing
- 74 per cent of people are employed in metropolitan Melbourne
- 26 per cent of people are employed in regional Victoria



- Employed in metropolitan Melbourne
- Employed in regional Victoria

FINDING A JOB

Deciding what career is best for you can be a complex process. A professional careers practitioner can assist. There are a range of training opportunities available across Victoria to help you develop the skills needed to find a job in the Retail Trade industry. Government financial support may be available to eligible students under the Victorian Training Guarantee.

Notes: Economic and employment data are sourced from the Australian Bureau of Statistics and the Centre of Policy Studies, Victoria University. Occupations experiencing skills shortages are sourced from the Department of Education and Early Childhood Development's 2014 Victorian Skills Shortage List.

[1] This includes growth in overall employment as well as replacement of workers who exit the industry.