

Wholesale Trade

What you need to know



This industry involves the purchase and on-selling, including commission-based trade, of goods to other businesses.

Occupations include: Storepersons, Sales Representatives and Advertising and Sales Managers, Forklift Drivers, Accounting Clerks, Purchasing and Supply Logistics Clerks and Importers, Exporters and Wholesalers.

OUTLOOK

Over the next five years, about **36,000 employees¹** are forecast to be needed in the Wholesale Trade industry, including:

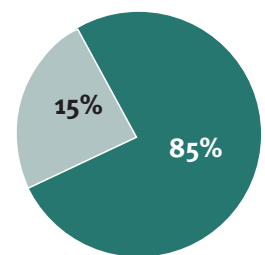
- 2150 Storepersons
- 2050 Sales Representatives
- 1900 Advertising and Sales Managers

Current Skills shortages:

- None

FAST FACTS

- Contributed \$15.3 billion (five per cent) to the Victorian economy in 2012-13
- 22,300 businesses
- Employs 130,800 people in Victoria
- Employment grew by 5,400 people (four per cent) over the past five years
- About 26 per cent of people are employed in the Machinery and Equipment area, 26 per cent in Other Goods Wholesaling and 21 per cent in Basic Material Wholesaling
- 85 per cent of people are employed in metropolitan Melbourne
- 15 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 Wholesale 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.