

Sales Managers (11-2022)

Occupation description: Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

Employment and Job Openings

	Employment			Average annual openings		
	2016 estimate	2026 projection	Percent change	Labor force exits	Occupation transfers	Total
Alaska	847	854	0.8	19	52	72
United States	385,500	414,400	7.5	9,100	24,300	36,290

Job outlook

Alaska: Alaska's employment growth is low with high employment opportunities. [Read more.](#)

2018 Wages ?

	Mean Wage	Wage by Percentile				
	Mean	10th	25th	Median	75th	90th
United States	67.46	28.34	40.76	59.72	83.42	
Alaska	52.50	20.71	28.92	43.93	60.78	99.80
Anchorage/Mat-Su Area	53.10	19.82	27.16	43.69	61.12	*
Fairbanks North Star Borough	47.21	22.54	30.91	46.35	62.19	74.61
Balance of State	53.54	30.94	34.66	42.07	50.71	*

* indicates the estimate is not available, or the hourly wage is greater than \$100, or the annual wage is greater than \$208,000.

Labor Force Indicators

2016 Worker Characteristics

Total workers	Nonresident workers	Percent nonresident	Percent age 45 plus	Percent age 50 plus
862	116	13.5	49.5	35.1

2016 Potential Supply

Qualified but working in another occupation	192
Currently employed in a lower paid occupation	151
UI claimants previously working in occupation	62

2016 ALEXsys Employment Data

Number of registrants	1,055
Number of job position postings	63

Typical Entry-level Education, Experience, and/or On-the-job Training

Education: Bachelor's degree

Work experience: Less than
5 years

On-the-job training: None

Training Resources

	Degree
Alaska Computer Business Solutions LLC (Anchorage)	
Project Level 1	
Project Level 2	
	Degree
Alaska Pacific University (Anchorage)	
Accelerated Business Administration & Management/Master of Business Administration	BA/MBA
Alaska Native Executive Leadership Program Certificate	Certificate
Alaska Native Governance	BA
Alaska Rural Management	Certificate
Business Administration	AA
Business Administration and Management	BA
Graduate Studies in Entrepreneurship	Certificate
Graduate Studies in Investments	Certificate
Information and Communication Technology	MBA
Master of Business Administration	MBA
Strategic Leadership	MBA
	Degree
Central Texas College, Fort Richardson/Elmendorf AFB (Fort Richardson)	
Business Management	AAS
	Degree
Central Texas College, Fort Wainwright (Fort Wainwright)	
Business Management	AAS
	Degree
Charter College, Anchorage (Anchorage)	
Business Administration	AAS
Business Administration	BS

Embry-Riddle Aeronautical University (JBER)		Degree
Aviation		PhD
Aviation Business Administration		AS
Aviation Business Administration		BS
Business Administration in Aviation		MBAA
Leadership		MS
Management		MSM
Project Management		BS
Project Management		MS
Technical Management		AS
Technical Management		BS

Iisagvik College (Barrow)		Degree
Business and Management		AAS
Business Specialist I		Certificate
Business Specialist II		Certificate

Thomas Edison State University (Eielson AFB)		Degree
Business Administration		MBA
Business Administration in General Management		BS

University of Alaska Anchorage (Anchorage)		Degree
Business Administration		AA
Business Administration		MBA
General Management		MBA
Logistics & Supply Chain Operations		OEC
Marketing		BBA

University of Alaska Anchorage, Kenai (Soldotna)		Degree
General Business		AAS

University of Alaska Anchorage, Kodiak (Kodiak)		Degree
General Business		AAS

University of Alaska Anchorage, Mat-Su (Palmer)		Degree
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General Business	AAS
General Program	AA

Degree	
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University of Alaska Fairbanks (Fairbanks)

Business Administration	BBA
Business Administration	MBA

Degree	
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University of Alaska Fairbanks, Bristol Bay (Dillingham)

Applied Business	AAS
Applied Business	CT1
Applied Business Management	CT1

Degree	
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University of Alaska Fairbanks, Chukchi (Kotzebue)

Applied Business	AAS
Applied Business Management	CT1
Applied Business Management	CT2

Degree	
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University of Alaska Fairbanks, CTC (Fairbanks)

Applied Business	AAS
Applied Business	CT2
Applied Business Management	CT2

Degree	
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University of Alaska Fairbanks, Kuskokwim (Bethel)

Applied Business	AAS
Applied Business Management	CT1
Applied Business Management	CT2

Degree	
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University of Alaska Fairbanks, Northwest (Nome)

Applied Business	AAS
Applied Business Management	CT1
Applied Business Management	CT2
Business	CT2

Degree	
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University of Alaska Fairbanks, Rural College (Fairbanks)

Applied Business	AAS
Applied Business Management	CT1
Applied Business Management	CT2
Rural Utilities Business Management	OEC

Degree

University of Alaska Southeast, Juneau (Juneau)

Business Administration	AAS
Business Administration	BBA
Business Administration	GLI
Business Administration	MBA
Business Administration	MPA

Degree

University of Alaska Southeast, Ketchikan (Ketchikan)

Business Administration	AAS
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Degree

University of Alaska Southeast, Sitka (Sitka)

Business Administration	AAS
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Degree

Vocational Training and Resource Center (Juneau)

Business Internet Security	
Business Management Essentials	Certificate
Microsoft Project Pro Complete	
Small Business Management	

Degree

Wayland Baptist University (Anchorage)

Business Administration (BBA)	BA
Business Administration (MBA)	MBA
Management (D.Mgt.)	D.Mgt.
Management (MAM)	MA
Organizational Leadership (MA)	MA

Degree

Wisdom & Associates, Inc. (Kenai)

NAHB's Business Management for Building Professionals	
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