

# Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

**Occupation description:** Sell goods for wholesalers or manufacturers to businesses or groups of individuals. Work requires substantial knowledge of items sold.

## Employment and Job Openings

	Employment			Average annual openings		
	2016 estimate	2026 projection	Percent change	Labor force exits	Occupation transfers	Total
Alaska	1,189	1,221	2.7	40	81	124
United States	1,469,900	1,546,300	5.2	49,800	101,000	158,440

### Job outlook

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

## 2018 Wages ?

	Mean Wage	Wage by Percentile				
	Mean	10th	25th	Median	75th	90th
United States	33.40	14.01	19.60	28.13	40.37	59.02
Alaska	27.19	15.63	19.72	24.85	31.37	39.94
Anchorage/Mat-Su Area	27.22	15.57	19.87	25.02	31.03	39.87
Fairbanks North Star Borough	24.97	15.97	18.58	23.14	29.18	36.42
Balance of State	29.35	15.11	20.20	27.33	35.98	47.63

## Labor Force Indicators

### 2016 Worker Characteristics

Total workers	Nonresident workers	Percent nonresident	Percent age 45 plus	Percent age 50 plus
1,160	126	10.9	45.0	34.9

### 2016 Potential Supply

Qualified but working in another occupation	249
Currently employed in a lower paid occupation	163
UI claimants previously working in occupation	69

### 2016 ALEXsys Employment Data

Number of registrants	311
Number of job position postings	23
Ratio of registrants to job position postings	13.5

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

**Education:** High school diploma or equivalent

**Work experience:** None

**On-the-job training:** Moderate-term on-the-job training

## Training Resources

**Degree**

**Alaska Computer Business Solutions LLC (Anchorage)**

PowerPoint Level 1

PowerPoint Level 2

**Degree**

**North Star Computing (Fairbanks)**

PowerPoint Complete

**Degree**

**Vocational Training and Resource Center (Juneau)**

Microsoft PowerPoint Complete

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