

Approved Experience Pattern III:

Three years of experience as a full time supervisor in a wholesale sales operation, one year of which must have been in inventory management.

- Selling products or services to prospective clients for resale
- Resolve customer complaints regarding sales and service.
- Oversee regional and local sales managers and their staffs
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Determine price schedules and discount rates.
- Review operational records and reports to project sales and determine profitability.
- Monitor customer preferences to determine focus of sales efforts.
- Prepare budgets and approve budget expenditures.
- Confer or consult with department heads to plan advertising services