First-Line Supervisors of Retail Sales Workers

What They Do
Directly supervise and coordinate the activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting and personnel work in addition to supervisory duties.

Is This For You?
Work Interests are described in the following categories (compatible with Holland’s Model). People who tend to succeed in this career are:

Enterprising (Persuaders) — Like to influence, persuade or lead people and manage others. They enjoy working on a team toward goals, competition and business-like activities.

Conventional (Organizers) — Detail oriented and organized. They like to analyze data, keep financial records and do research. They can be counted on to be accurate and enjoy structure and closure.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

Independence — Allow employees to work on their own and make decisions.

Relationships — Allow employees to provide service to others and work with co-workers in a friendly non-competitive environment.

Support — Offer supportive management that stands behind employees.

Abilities reflect a person’s aptitude to acquire skills and knowledge. The following abilities are important for success in the career.

- Oral Comprehension
- Oral Expression
- Speech Clarity
- Speech Recognition
- Problem Sensitivity
- Deductive Reasoning
Basic Skills You Need

• Active Listening
• Service Orientation
• Speaking
• Coordination
• Critical Thinking
• Monitoring
• Social Perceptiveness
• Instructing
• Management of Personnel Resources

Recommended Levels* for the National Career Readiness Certificate

Applied Math 4
Workplace Documents 4
Graphic Literacy 4

*Using the median skill level.

Where They Work

The South Dakota industries which employ the largest number of first-line supervisors of retail sales workers are:

• Self Employment
• General Merchandise Stores
• Gasoline Stations
• Food and Beverage Stores
• Building Material and Garden Equipment and Supplies Dealers

South Dakota Employment & Wages

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<tr>
<th></th>
<th>2018 Workers</th>
<th>2028 Workers</th>
<th>Numeric Change</th>
<th>Percent Change</th>
<th>Average Annual Demand for Workers</th>
<th>Annual Median Wage</th>
<th>Annual Average Wage</th>
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<td>4,059</td>
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Additional References

Labor Market Information Center
www.dlr.sd.gov/lmic

Career OneStop
www.careeronestop.org

O*Net Online
www.onetonline.org

mySkills myFuture
https://www.myskillsmyfuture.org/

Provided By

Labor Market Information Center
South Dakota Dept. of Labor and Regulation
605.626.2314

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