

# RETAIL OCCUPATIONAL CAREER STREAMS

## EXECUTIVE

Usually requires the Graduate Certificate or higher qualification in addition to significant industry experience

CEO ▪ Regional /Area Manager ▪ Business Owner

State Manager ▪ National Manager ▪ CEO ▪ Regional/Area Manager ▪ Business Owner

## MANAGEMENT

Usually requires a level of skill equal to a Diploma and at least 5 years experience

Senior Buyer  
Purchase Manager  
Merchandise Manager

Visual Merchandiser  
Marketing Manager  
Display Manager  
Head Merchandiser

Accountant / Financial Manager  
Web Sales / IT Manager  
Loss Prevention Manager  
Product Specialist  
Lawyer

Marketing Manager  
Promotions Manager  
Advertising Manager

Logistics Manager  
Supply Chain Manager  
Warehouse Manager  
Operations Manager

Store Manager  
HR Manager  
Operations Manager  
Training Manager

## SUPERVISORY

Usually a skill level equal to a Certificate III or IV qualification or at least 3 years experience

Buyer  
Assistant Buyer  
Trainee Buyer

Visual Merchandiser  
Display Designer  
Shop Fitter  
Merchandiser

Store Maintenance Officer  
Credit & Loan Officer  
Loss Prevention Supervisor  
IT Support Technician

Assistant Sales Manager  
Floor Manager  
Team Leader  
Department Manager

Distribution Manager  
Storeperson  
Despatch Coordinator

OHS Supervisor  
Staff Supervisor  
Roster Manager  
Training Manager

## ENTRY LEVEL

Usually a skill level equal to completion of at least Year 10, Certificate I or II qualification

Sales Assistant  
Store Person  
Re-filler

Night Fill Replenishment  
Housekeeping  
Apprentice Shop Fitter

Clerk  
Customer Service  
Cleaner  
Loss Prevention Officer

Sales Assistant  
Sales Representative

Warehouse Attendant  
Forklift Operator  
Delivery Driver

## PROCURE



## PRESENT



## SUPPORT



## SELL



## DISTRIBUTE



## MANAGE



Some retail jobs involve working across multiple occupations & streams. For example the manager of a small shoe store can be the buyer, visual merchandiser, sales assistant, cleaner and staff supervisor!