



Occupation Skills Transferability Guide

This guide is designed to help job seekers coming from a specific occupation see potentially compatible alternative occupations. This is useful for those looking for a career change, looking for career growth, or those who are struggling to find employment in their previous occupation that want to explore additional options. Occupations listed will require varying levels of additional training, skills, and experience but provides a solid starting point to explore additional options or see what specific training opportunities exist to help make these transitions. This guide is part of our series on skills-based career pathways shifting away from career navigation by industry towards an understanding of how individuals can navigate across multiple industries depending on their individual skill sets and experience.

2023 Edition

Retail Salespersons

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Overview		Education	
Median Hourly Earnings:	\$13.12/hr	Bachelor's Degree	4.0%
2021 Jobs:	35,880	Associate's Degree (or other 2-year degree)	9.8%
2021-2032 Change:	1,393	Some College Courses	1.4%
		Post-Secondary Certificate - awarded for training completed after high school (for example, in agriculture or natural resources, computer services, personal or culinary services, engineering technologies, healthcare, construction trades, mechanic and repair technologies, or precision production)	2.0%
2021-2032 Estimated Annual Openings:	5,234	High School Diploma - or the equivalent (for example, GED)	63.5%
		Less than a High School Diploma	19.3%

Compatible Occupations				
O*NET Occupation	Median Hourly Earnings	2021 Jobs	2032 Expected Growth	
Tellers	\$16.52	2,216	33.9%	
Slot Supervisors	\$24.19	59	13.7%	
Gaming and Sports Book Writers and Runners	\$13.40	64	13.3%	
Counter and Rental Clerks	\$15.56	2,926	12.2%	
Demonstrators and Product Promoters	\$13.64	988	9.7%	
Childcare Workers	\$10.37	9,298	8.9%	
Order Clerks	\$19.33	935	2.2%	
Hotel, Motel, and Resort Desk Clerks	\$10.57	1,822	-6.2%	
Cashiers	\$11.30	33,170	-6.9%	
Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	\$11.71	358	-28.9%	

Top 10 Competencies		
Knowledge	Skill	Ability
Sales and Marketing	Persuasion	Oral Expression
Customer and Personal Service	Service Orientation	Speech Recognition
English Language	Negotiation	Oral Comprehension
Clerical	Active Listening	Problem Sensitivity
Computers and Electronics	Monitoring	Speech Clarity
Mathematics	Critical Thinking	Near Vision
Psychology	Speaking	Written Expression
Administration and Management	Reading Comprehension	Deductive Reasoning
Education and Training	Social Perceptiveness	Written Comprehension
Communications and Media	Coordination	Inductive Reasoning