

# Retail Manager

Retail managers organise and control the operations of establishments which provide retail services.

## Job title examples



- Retail Manager
- Store Manager
- Betting Agency Manager
- Hair / Beauty Salon Manager
- Post Office Manager
- Travel Agency Manager

## Other jobs in this field of work

## What retail managers do



- determine product mix, stock levels and service standards
- formulate and implement purchasing and marketing policies, and set prices
- promote and advertise the establishment's goods and services
- sell goods and services to customers, and advise them on product use
- maintain records of stock levels and financial transactions
- undertake budgeting for the establishment
- control selection, training and supervision of staff
- ensure compliance with occupational health and safety regulations

## Main employing industries



- Retail trade
- Accommodation and food services

## Qualifications



The following government subsidised qualifications are available in NSW:

**Diploma of Beauty Therapy** available as a qualification

**Diploma of Leadership and Management** available as a traineeship or qualification

**Diploma of Salon Management** available as a qualification

**Course fees:** You may be eligible for government subsidised training under Smart and Skilled. Go to the [Course Finder](#) to find training in your area, estimate your fee and find a training provider.

## Job prospects and pay



- There are around 64,226 retail managers working in NSW.
- Over the next four years, employment in this occupation is expected to decline in NSW.

### Average weekly full time earnings (before tax):

- Retail managers: \$1,000
- All occupations: \$1,200

## Related jobs



- Retail supervisor
- Sales assistant
- Sales representative

To find out more about other jobs, visit the [Job Guides Homepage](#).

### Information sources

Occupations: Australian Bureau of Statistics, Australian and New Zealand Standard Classification of Occupations, 1220.0

Employment: Australian Bureau of Statistics, Labour Force, Australia, Detailed, Quarterly, 6291.0.55.003

Skills shortages: Department of Employment, Skill Shortage List NSW 2015-16

Job prospects: Centre of Policy Studies (CoPS), Victoria University, Employment Forecast Data for NSW 2015/16 to 2022/23

Earnings: Department of Employment, joboutlook.gov.au, based on ABS Characteristics of Employment Survey, August 2014