

RETAIL AND SALES

Overview

There are many roles within the **retail industry** for graduate-level work, and the vast majority are open to graduates of any subject. [Prospects.ac.uk's guide to jobs in retail](#) gives an overview of the most common graduate roles, many of which link to detailed job profiles with further advice, specific to each role, on gaining experience, job hunting and salaries. These roles include:

- retail buyer,
- purchasing manager,
- retail manager,
- retail merchandiser,
- customer service manager,
- logistics and distribution manager,
- visual merchandiser

The **sales industry** includes business-to-business (B2B) and business-to-consumer (B2C) sales roles, as well as related areas of work including export, direct/field sales and specialist areas such as pharmaceutical or IT sales. Detailed guidance from [Prospects.ac.uk on graduate sales roles](#) includes comprehensive advice on sales roles including:

- sales executive,
- medical sales representative,
- IT sales professional,
- customer service manager,
- business development manager,
- estate agent,
- purchasing manager,
- recruitment consultant and
- sales promotion account executive.

Graduate schemes in retail and sales exist in many larger organisations, including supermarkets, car rental companies, online retailers, fast-moving consumer goods (FMCG) and technology firms.

Key Resources

[Targetjobs.co.uk/career-sectors/retail-buying-and-merchandising](#), and [Targetjobs.co.uk/career-sectors/sales](#) – start here if you're hunting for internships, placements, graduate schemes, lists of employers or useful articles.

[Drapersjobs.com](#) – fashion retail jobs board.

[jobs.thegrocer.co.uk](#) – job board for FMCG in food areas – search for keywords 'graduate' or 'trainee' or 'internship' or 'placement'.

[Retailchoice.com](#) – extensive job board for retail opportunities, try searching for 'graduate'.

[Retail-week.com](#) – industry news, very useful for researching the sector before graduate job interviews.

[Simplysalesjobs.co.uk](#) – extensive sales jobs board, try searching for 'graduate'.

[Graduateland.com](#) – useful European graduate jobs site, with many sales opportunities.

[Pharmiweb.jobs/jobs/sales-commercial](#) – pharmaceutical industry jobs board, with many sales vacancies.

