

**Occupation Title:** Sales Managers

**Industry Sector:** Marketing, Sales, and Service

**EMSI Data As Of:** September 2016

**Standard Occupational Classification Code:** 11-2022

**2015-2020 JOB OPENINGS AREA DISTRIBUTION**

Area	# of Jobs 2015	# of Jobs 2020	% Change 2015-20	Replacements 2015-20	Job Openings 2015-20
Los Angeles County	17,619	17,947	2%	2,137	2,465
Orange County	7,881	8,017	2%	974	1,110
Long Beach	672	636	-5%	80	80

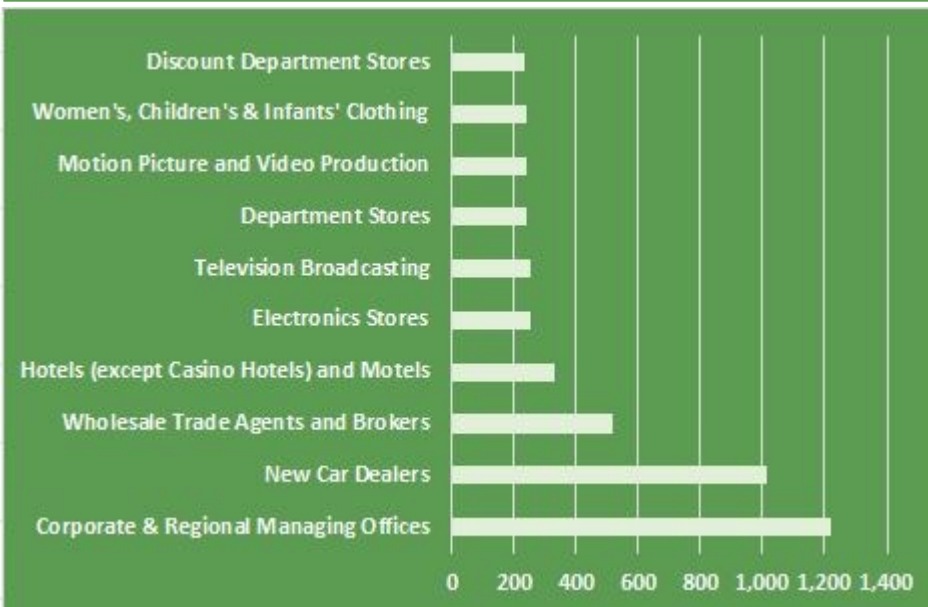
*% Change* represents employment growth projected in the next five years (new jobs created).  
*Replacements* are the number of jobs that are projected to be open due to retirements and turnover.  
*Job Openings* represent all job openings, whether the jobs are new or due to retirements /turnover.

**EMPLOYMENT WAGE INFORMATION- LA COUNTY**

	Rate type	Entry level	Median	Experienced
2015 Employment Wage Statistics	Annual Wage or Salary	\$67,267.20	\$109,948.80	\$164,819.20
	Hourly Wage	\$32.34	\$52.86	\$79.24

*Earnings exclude benefits. Median earnings represent the wage at which half of the workers in the occupation earned more than that amount*

**TOP 10 INDUSTRIES EMPLOYING THIS OCCUPATION**



**REAL-TIME EMPLOYERS WITH JOB OPENINGS- LA COUNTY**

Employer	Title(s)
Oracle Corporation	Sales Manager, Sales Director
Advantaged Solutions, Inc.	Sales Executive
Bank of America Corporation	Sales Manager, District Manager
Depomed, Inc.	District Manager
Act One Inc	Sales Director, Vice President of Sales
Advantage Sales and Marketing, LLC	Sales Executive
Levy Restaurants, Inc.	Sales Manager, Sales Director
Harbor Freight Tools USA, Inc.	Sales Manager
Appleone	Sales Manager, Sales Director

**Sales Managers:** Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

**Sample of Reported Job Titles:** Director of Sales, District Sales Manager, General Manager, Regional Sales Manager, Sales and Marketing Vice President, Sales Manager, Sales Representative, Sales Supervisor, Store Manager, Vice President of Sales.