

# BUSINESS & INDUSTRY MARKETING

## SALES REPRESENTATIVES

### ANNUAL WAGES

ENTRY: \$31,100  
MEDIAN: \$50,600  
HIGH: \$73,500

### HOURLY WAGES

ENTRY: \$14.93  
MEDIAN: \$24.35  
HIGH: \$35.34

### EDUCATION AT ENTRY LEVEL

HIGH SCHOOL  
DIPLOMA + ON-  
THE-JOB TRAINING

THE AUSTIN MSA PROJECTS TO NEED OVER  
**17,722** SALES REPRESENTATIVES BY 2031.  
WILL YOU BE ONE?

### JOB DUTIES

- Prepare documents such as representation contracts, purchase agreements, closing statements, deeds, and leases.
- Present purchase offers to sellers for consideration.
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.

### YOU WILL THRIVE IN THIS POSITION IF...

- You like interacting with people.
- You are detail oriented.
- You have good negotiation skills.
- You are dependable.
- You have integrity.
- You are adaptable/flexible.
- You can cooperate on a team.



**SCAN TO WATCH A VIDEO  
ABOUT THIS CAREER PATHWAY**

Data Sources

SOC: 41-3091

O\*Net, JobsEq, 2021

Texas Workforce Commission, 2021

**Prepared by Workforce Solutions Capital Area**

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# SALES REPRESENTATIVES

## HOW TO GET STARTED IN THIS CAREER PATHWAY



Take finance classes and marketing electives while in school



Participate in a debate or public speaking club

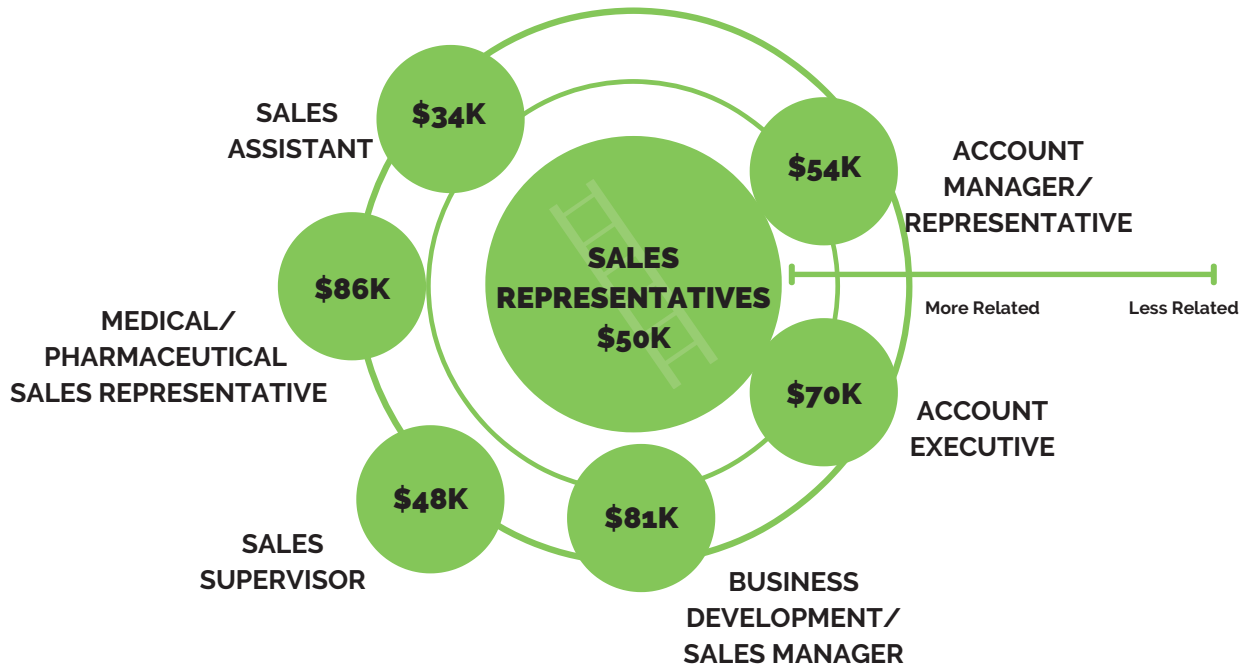


Refine your skills in a people-facing internship or job. **Register at [workintexas.com](http://workintexas.com).**



Complete a personality test or explore more high-demand careers. Scan the code to get started!

## RELATED JOBS WITH MEDIAN SALARY



## WHAT IS SOMETHING NEW YOU LEARNED ABOUT THIS CAREER?

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