



Retail Career Feature

Jobs in Retail

Breaking into the work force in the area of retail sales or customer service jobs is relatively easy. Retail jobs, especially before the holidays, are plentiful, and working in this industry can offer benefits, such as generous discounts and first dibs on sale items.



A lack of experience is not always viewed as a bad thing in [job search](#). Training is always going to be needed, regardless of prior experience, and sometimes a potential employer will welcome the untainted candidate that can be molded into the exact employee

they are looking for.

When searching for job openings, do not make the mistake of making phone calls to find out if a certain business is hiring. Yes, it takes more work to get out there and hit the pavement, but remember, a prospective employer is going to judge you on everything that you do, say, and wear. Presenting yourself in a professional matter when asking for an application is important.

When inquiring about [jobs in customer service](#), try to stop in during a time of day that is not a busy or rush period. If you do not have the opportunity to speak to a manager when picking up an application, try to go back in on a day when he or she will be available. Do not be afraid to ask one of the employees when the best time to come back is. People are generally willing to help.

Filling out the application properly can make or break you, especially if you do not have a prior work history to assess. Certain parts of the application may seem unimportant to you, but try to think like the employer. If you cannot even fill out a job application correctly, what would make them think that you would put any more effort into your job?

When turning in your application, try to speak to a manager so they can put a face and overall professional appearance

with the information. Shake the manager's hand, introduce yourself, and let them know how interested in the position you are. Enthusiasm and self-assurance goes a long way in retail sales. This will immediately tell the manager that you have the ability to conduct yourself in professional and assertive manners, which are the main requirements for retail sales.

If you receive the call to come in for an interview, you have made it to the next step, and this is a crucial one. A job interview is your opportunity to show the potential employer exactly what they will be getting when they hire you. This is your chance to shine, so make sure you dress and act the part. Be on time for the interview.

Some questions during an interview, especially ones that seem like small talk, are to assess your demeanor and the way you interact with others. A wise manager will try to build his sales staff with personalities that will work well together. Hiring an individual who will not fit in with the other employees can ultimately affect a company's bottom line. Be sure to present yourself in a way that is self confident, teachable, and willing to help.

A position in retail sales can provide valuable experience that could eventually lead to a more aggressive, commission based sales position in another industry. Just keep in mind that even though you will be gaining communication and people skills in retail sales, it does differ from outside sales. Retail sales are similar to [customer service jobs](#). You are there to help, answer questions, and assist in finalizing the customer's purchase. Your job does not involve generating interest in the product. Sometimes retail sales employees receive a monthly bonus if they reach a certain sales goal. This can be achieved through building on the interest that a customer already has.



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Opportunity for advancement in retail and customer service sales is promising. It is common for the manager to have been promoted from the original sales team, and with a college

degree and a good sales record, one can climb right up the corporate ladder to a regional manager position or higher.

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