



| NSW Department of Education

# Retail Manager

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

[education.nsw.gov.au](http://education.nsw.gov.au)



## Job title examples

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

## 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 regarding these related jobs, visit [education.nsw.gov.au/job-guides](https://education.nsw.gov.au/job-guides).

### 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](https://joboutlook.gov.au), based on ABS Characteristics of Employment Survey, August 2014