

Retail and Wholesale Buyers

Description

Retail and wholesale buyers buy merchandise for resale by retail or wholesale establishments and are usually responsible for the merchandising operations of retail or wholesale establishments. Retail and wholesale buyers who are supervisors and those who are assistants are included in this unit group.

Duties:

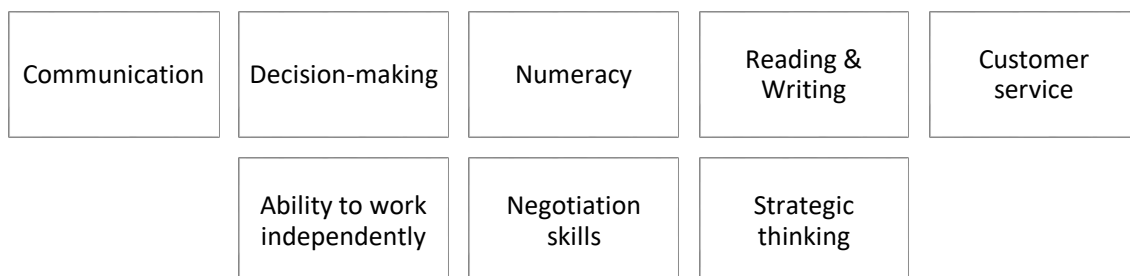
- Purchase merchandise for resale by retail or wholesale establishments
- Review requirements of establishment and determine quantity and type of merchandise to purchase
- Study market reports, trade periodicals and sales promotion materials and visit trade shows, showrooms, factories and product design events
- Select the merchandise which best fits the establishment's requirements
- Interview suppliers and negotiate prices, discounts, credit terms and transportation arrangements
- Oversee distribution of merchandise to outlets and maintain adequate stock levels
- Establish and maintain contact with suppliers
- May supervise the work of other retail buyers.

Other titles:

- Appliance buyer
- Buyers supervisor
- Chief buyer
- Pharmaceuticals buyer
- Retail merchandiser

(Government of Canada National Occupation Classification)

Skills



Education/Training Requirements

Ontario Secondary School Diploma (OSSD)

- Completion of secondary school is required
- Most university/college programs in Ontario require an OSSD or Mature Student Status

Post-secondary diploma/degree

- University degree or college diploma in business, marketing, or another related program is usually required

Certification

- Previous work experience in retail or wholesale establishments is usually required

Potential Earnings in Durham Region

The average and median wages and salaries for individuals employed as retail and wholesale buyers are as follows. Place of Residence (POR) is defined as individuals who reside within the Durham Region. Place of Work (POW) is defined as individuals who are employed within the Durham Region.

Median Wages and Salaries (POW)	Average Wages and Salaries (POW)	Median Wages and Salaries (POR)	Average Wages and Salaries (POR)
\$28,996	\$32,337	\$24,851	\$26,349

Employment Prospects

Industry (NAICS)	Jobs in Durham Region (POW)	Durham Region Residents Employed (POR)
4461 Health and personal care stores	95	105

(Ministry of Advanced Education and Skills Development 2016 data in Durham Workforce Authority's 2017 Sector Report)