



MARKETING CAREER CLUSTER PATHWAY: MERCHANDISING

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS MEDIAN SALARY ⁱ	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2008-2018 ⁱⁱ	USA 2008-2018 ⁱⁱⁱ
-Associate Degree -Certifications -On the Job Training -2 Yr. Community/Technical Colleges -Registered Apprenticeship				
13-1022	Wholesale and Retail Buyers, Except Farm Products	\$20.90/hr.	-3%	-2%
13-1021	Purchasing Agents and Buyers, Farm Products	\$33.00/hr.	+3%	-1%
41-1011	First-Line Supervisors/Managers of Retail Sales Workers: Department Managers	\$14.85/hr.	+1%	+5%
27-1026	Merchandise Displayers and Window Trimmers	\$11.80/hr.	+8%	+7-13%
43-4051	Customer Service Representatives	\$13.39/hr.	+25%	+18%
43-5081	Stock Clerks and Order Fillers	\$9.61/hr.	+4%	+7%
41-2031	Retail Salespersons: Sales Associates	\$9.16/hr.	+6%	+8%
Bachelor's Degrees Colleges / Universities				
11-2022	Sales Managers: Store Managers / Merchandising Managers / Visual Merchandise Managers / Department Managers	\$40.95/hr.	+16%	+15%
11-2021	Marketing Managers: Retail Marketing Coordinators	\$45.32/hr.	+11%	+12%

ⁱ 2008-2018 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱ 2008-2018 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱⁱ 2010-2011 National Employment Occupational Outlook Handbook, <http://www.bls.gov/oco>

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11-1021	General and Operations Managers	\$35.75/hr.	-1%	+0%
11-3031	Financial Managers: Accounting Managers / Accounts Payable Managers / Assistant Credit Managers / Billing Managers / Credit and Collection Managers / Risk Managers	\$37.61/hr.	+8%	+8%
15-1071	Network and Computer Systems Administrators	\$27.95/hr.	+18%	+23%
11-3061	Purchasing Managers	\$36.42/hr.	+0%	+2%
11-3049	Human Resources Managers, All Other	\$41.74/hr.	+12%	+9%
11-3011	Administrative Services Managers	\$32.22/hr.	+13%	+12%

N/A = Data Not Available

Employment is projected to:	Growth compared to average:
increase 21 percent or more	Grow much faster than average
increase 14 to 20 percent	Grow faster than average
increase 7 to 13 percent	Grow about as fast as average
increase 3 to 6 percent	Grow more slowly than average
decrease 2 percent to increase 2 percent	Little or no change
decrease 3 to 9 percent	Decline slowly or moderately
decrease 10 percent or more	Decline rapidly