

# CAREER FACT SHEET

## Importers, Exporters and Wholesalers

### Snapshot

Importers, Exporters and Wholesalers plan, organise, direct, control and coordinate the operations of importing, exporting and wholesaling establishments.

How many are employed in this occupation?	17,800
What are the average weekly earnings for full time workers?	\$2,140
How does unemployment compare with other occupations?	Average
What are the job prospects for this occupation?	Medium
What will be the likely future employment growth for the next five years?	Strong Growth

### Main employing industries

Wholesale Trade; Retail Trade; Manufacturing; Agriculture, Forestry and Fishing

### Tasks

This occupation may include associated occupations with varying tasks.

- identifying local and overseas business opportunities
- developing and implementing business plans, and marketing, operating, human resource, pricing and credit policies and procedures
- determining the mix of products and services to be provided and negotiating conditions of trade
- liaising with local and overseas suppliers and distributors about orders and products
- researching regulatory and statutory requirements affecting the importing, exporting, wholesaling and distribution of goods
- monitoring business performance and preparing estimates, financial statements and reports of operations
- appointing agents and distributors
- arranging the shipping of goods into and out of the country
- overseeing the display and sale of merchandise and preparation of product information for customer service staff and customers
- implementing after-sales service procedures

# INDUSTRY OVERVIEW

## Wholesale Trade

If you're interested in sales, working with people and managing the storage and delivery of large volumes of goods, then you should explore the plethora of career choices within the world of Wholesale Trade. The Wholesale Trade industry is responsible for the resale of large quantities of new or used goods to enterprises looking to on-sell goods to the retail public. Some of the largest employers in the Wholesale Trade deal in the sales of groceries, liquor, machinery, equipment, furniture, floor covering, timber and hardware, chemical, mineral and motor vehicles. With such a broad range of goods to be sold, and accompanying variables in how they are prepared for sale and distributed, there is a huge range of interesting career pathways available in the Wholesale Trade sector.

### Job pathways

- Auctioneers, and Stock and Station Agents
- Fashion, Industrial and Jewellery Designers
- Importers, Exporters and Wholesalers
- Meat, Poultry and Seafood Process Workers
- Retail and Wool Buyers
- Street Vendors and Related Salespersons



Wholesale Trade

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