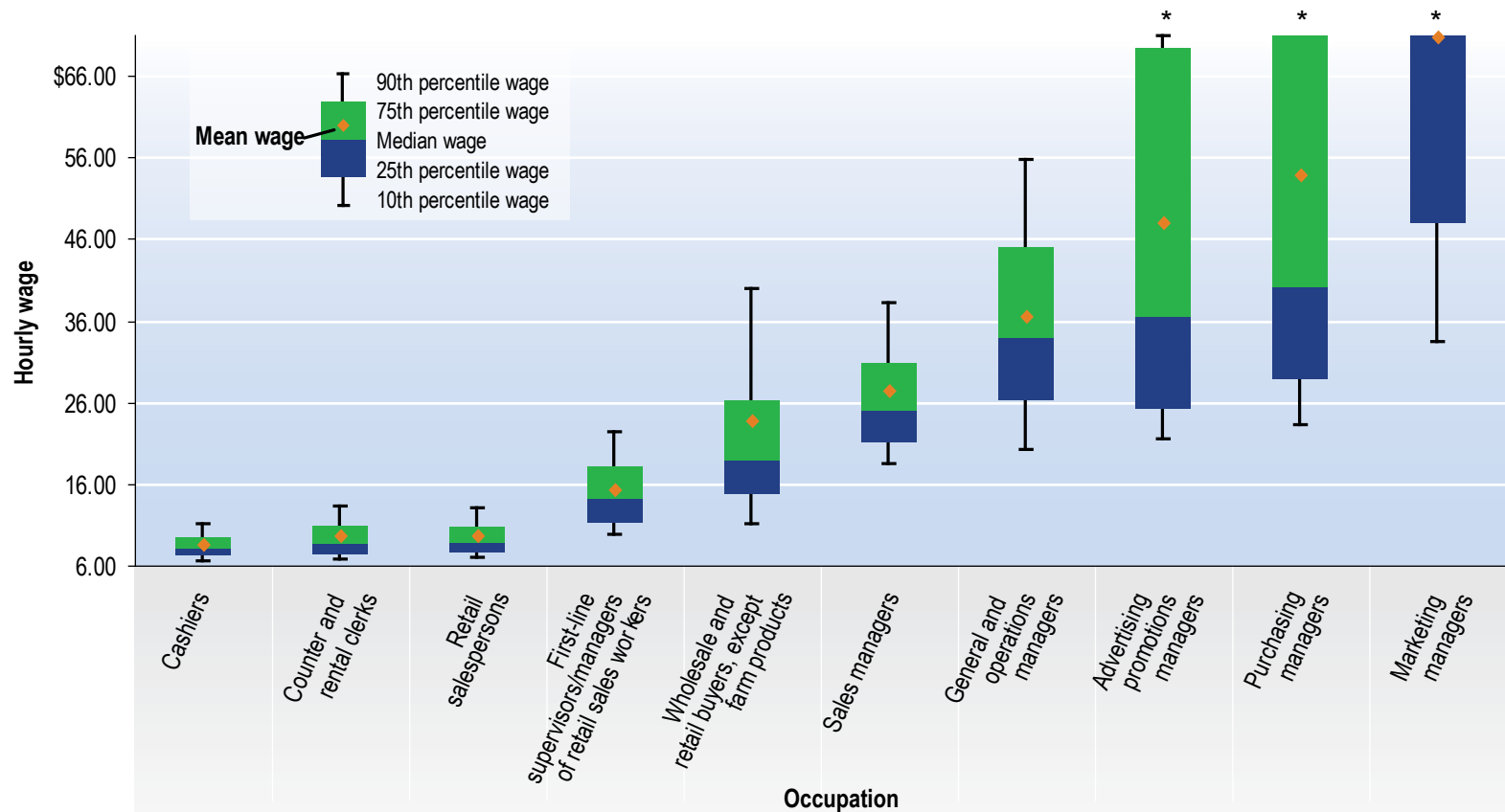


Occupations in general merchandise stores with high skill requirements tend to be higher paid and have lower employment levels.

## FIGURE 15

- As salespersons gain experience, training, and seniority, they can move to positions of greater responsibility with higher potential earnings.
- As wages increase, the number of people employed in those occupations tends to decline. Cashiers made up 19 percent of total employment in general merchandise stores, while their first-line supervisors made up 7 percent.
- Sales occupations with lower mean wages have narrower wage distributions than those with higher mean wages. For instance, the difference between earnings of the top 10 percent and bottom 10 percent of cashiers, counter and rental clerks, and retail salespersons is smaller than that of managers.

Career paths and wage distribution for selected sales occupations in general merchandise stores, May 2007



\* Missing percentile wages are equal to or greater than \$70.00 per hour.