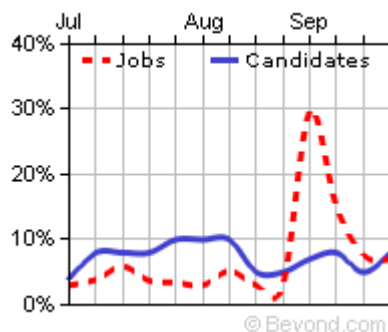


## Merchandising, Purchasing & Retail Channel 3Q09 Industry Outlook

### Merchandising, Purchasing & Retail Employment Trends (Percentage of Network – July 2009 to September 2009)



### Merchandising, Purchasing & Retail Employment Forecast (Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2008-2009)

- Employment of retail salespersons is expected to grow by 12 percent by 2016. The high number of available opportunities is attributable to the high level of turnover in this occupation, expansion of the economy, and consumer spending.
- Employment of wholesale and manufacturing sales representatives is expected to grow by 9 percent by 2016. This growth will be the result of new job creation in the sector as business demand increases. Keen competition is expected for these highly paid jobs.
- Employment of purchasing managers is expected to grow between 3 and 6 percent by 2016, with technology and the Internet allowing purchasing managers to be more productive and efficient in their roles.
- Employment of wholesale and retail buyers and purchasing agents in the US is expected to have little or no change through 2016 due to consolidation within the industry and increased globalization of the US economy.

Quarterly Channel Statistics	
Active Resumes*	149,758
Jobs Posted	35,883
Channel Sites	20
Email Contacts	609,450
Monthly Channel Statistics	
Job Views	148,660
Online Applications	7,734
New Resumes	5,610

Cities with the Most Jobs Posted
1. Seattle, WA
2. Houston, TX
3. New York, NY
4. Dallas, TX
5. Atlanta, GA

\*Includes only one resume per candidate

### We can help you can effectively reach this candidate pool.

Beyond.com, Inc. is the world's largest network of niche career communities, powering thousands of geographic and industry-specific sites. The Beyond.com Network is comprised of many distinct channels, each represented by a premier career destination and backed by a powerful group of associated communities.

By providing highly-relevant industry information and career opportunities, the Beyond.com Merchandising, Purchasing & Retail Channel attracts thousands of active and passive candidates each month. You can effectively target and hire these qualified and skilled industry professionals with our powerful recruitment solutions, including:

- Job Posting Packages
- E-Mail Marketing
- Banner Advertising
- Job Alert & Newsletter Sponsorships
- Featured Company Profiles



## The Beyond.com Network

We power thousands of industry, local and specialty career sites and connect users across all sites through a single destination – Beyond.com. As a result, our employers benefit from the undisputed quality of a niche job board combined with the expansive coverage of a national job board. To view a complete list of Beyond.com Network sites, please visit [www.Beyond.com/Channels](http://www.Beyond.com/Channels).

Top 10 States for New Candidates (%)
1. California (11.62)
2. Florida (9.37)
3. Texas (8.18)
4. New York (6.04)
5. Georgia (5.36)
6. Ohio (4.97)
7. Pennsylvania (4.70)
8. Illinois (4.50)
9. North Carolina (3.64)
10. Michigan (3.25)

### Top Merchandising, Purchasing & Retail Key Words Searched by Candidates:

Sales, Cashier, Manager, Retail, Buyer, Fashion, Purchasing, Merchandiser, Warehouse, Assistant Buyer, Store Manager, District Manager, Customer Service

### City Sites

PhillyJobs.com	ManhattanJobs.com	SeattleJobs.com
BeyondLosAngeles.com	HoustonJobsite.com	PhoenixJobs.com
DallasJobsite.com	SanFranciscoGigs.com	ChicagoCareerSite.com

### Industry Sites

RetailGigs.com	PurchasingNetwork.com	RetailJobs.ca
PurchasingJobsite.com	FashionGigs.com	RetailSolutionsOnline.com
WholesaleJobs.net	CashierJobs.com	RetailManagerJobs.net

## Key Merchandising, Purchasing & Retail Demographics

Beyond.com recruitment solutions are the best way for your company to tap into a highly-talented, knowledgeable and fresh candidate pool. As you can see, 46% of our network candidates have a 2 year college degree or higher, 56% have 10 or more years of experience, and 39% have chosen the Beyond.com Network within the first 2 weeks of their job search.

Experience Level	%
Less than 1 year	4.37
1-3 Years	10.13
3-5 Years	13.01
5-10 Years	16.87
10-15 Years	14.35
15-20 Years	16.10
21+ Years	25.16

Educational Background	%
Post Graduate Degree	4.96
4 Year College Degree	30.78
2 Year College Degree	10.89
Some College	25.21
High School Diploma	28.16

Length of Job Search	%
Just Started	31.79
2 Weeks	7.68
4 Weeks	8.31
6 Weeks	5.44
2 Months	8.34
3 Months	12.31
6 Months	12.16
9 Months	4.69
12 Months	1.67
Over 1 Year	7.62

**Channel Personality Type: ISFJ** (Introvert, Sensor, Feeler, Judger)  
 ISFJ traits include: cautious, gentle, thoughtful, hesitant until they know people well then affectionate and caring; very literal and aware of the physical world; uncompromising about personal standards and easily offended; diligent and conscientious, organized and decisive.

## Start with Us...

Beyond.com will help maximize your campaign today. Contact us now at [Employer@Beyond.com](mailto:Employer@Beyond.com) or by dialing 1-866-694-5627. Together we will help you Go Beyond!