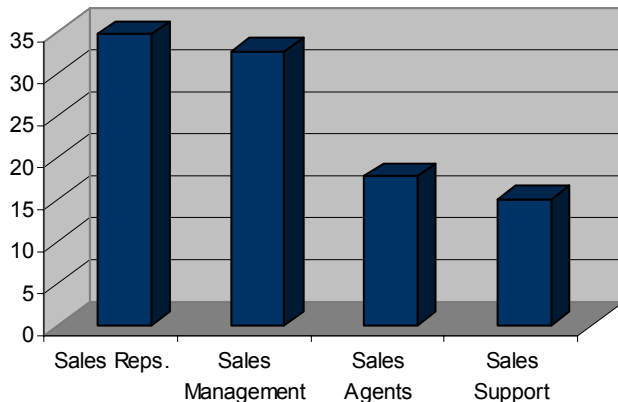


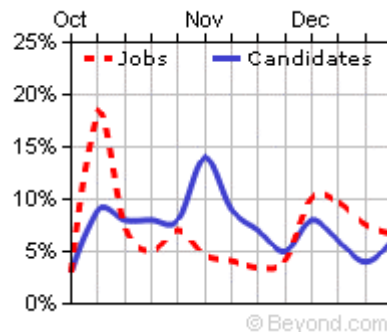
Sales & Sales Management Channel

4QT09 Industry Outlook

Candidate Breakdown – Percentage of Industry Sales & Sales Management



Sales & Sales Management Employment Trends (Percentage of Network – October 2009 to December 2009)



Sales & Sales Management Employment Forecast (Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2010-2011)

- Employment of sales representatives is expected to grow by 7% between 2008 and 2018. Given the size of this occupation, a large number of new jobs, about 143,200, will arise over the projection period.
- As in the past, employment opportunities for retail salespersons are expected to be good because of the need to replace the large number of workers who transfer to other occupations or leave the labor force each year.

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 Sales & Sales Management 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

Quarterly Channel Statistics

Active Resumes*	618,545
Jobs Posted	22,048
Channel Sites	111
Email Contacts	863,027

Monthly Channel Statistics

Job Views	697,311
Online Applications	81,285
New Resumes	13,540

Most Popular Candidate Titles (%)

1. Sales Manager (18.66)
2. Medical Sales Rep. (8.85)
3. Pharmaceutical Sales Rep. (8.14)
4. Retail Sales Rep. (5.79)
5. Retail Sales Supervisor (4.99)
6. Non-retail Sales Supervisor (4.92)
7. Mechanical Equipment Sales Rep. (4.82)
8. Software Sales Rep. (4.56)
9. Instrument Sales Rep. (4.45)
10. Chemical Sales Rep. (3.89)

Cities with the Most Jobs Posted

1. Los Angeles, CA
2. New York, NY
3. San Francisco, CA
4. Chicago, IL
5. Sacramento, CA

*Includes only one resume per candidate



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.

Top 10 States for New Candidates (%)
1. Texas (10.08)
2. California (8.95)
3. Florida (8.25)
4. Pennsylvania (5.04)
5. Georgia (4.68)
6. New York (4.59)
7. Illinois (4.34)
8. North Carolina (3.95)
9. Ohio (3.76)
10. Michigan (3.17)

Top Sales & Sales Management Key Words Searched by Candidates:
Sales, Sales Manager, Retail, Pharmaceutical, Pharmaceutical Sales, Cashier, Medical, Outside Sales, Software and Food

City Sites

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

Industry Sites

SalesHeads.com	SalesJobs.ca	EntryLevelSales.net
PharmaceuticalSalesGigs.com	CommissionOnlyCareers.com	DirectSalesJobs.com
InsideSalesCareers.com	OutsideSalesCareers.com	RetailSalesCareers.com

Key Sales & Sales Management 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, 53% of our network candidates have a 4 year college degree or higher, 69% have 10 or more years of experience, and 47% have chosen the Beyond.com Network within the first 2 weeks of their job search.

Experience Level	%
Less than 1 year	1.95
1-3 Years	5.00
3-5 Years	8.35
5-10 Years	16.00
10-15 Years	18.84
15-20 Years	21.65
21+ Years	28.21

Educational Background	%
Post Graduate Degree	7.52
4 Year College Degree	45.90
2 Year College Degree	10.43
Some College	21.90
High School Diploma	14.24

Length of Job Search	%
Just Started	37.92
2 Weeks	8.66
4 Weeks	9.07
6 Weeks	5.73
2 Months	7.22
3 Months	9.69
6 Months	9.36
9 Months	4.13
12 Months	2.04
Over 1 Year	6.18

Channel Personality Type:

The leading personality type: **INTJ** (Introvert, Intuitive, Thinker, Judger)
INTJ traits include: autonomous, aloof, intellectual, imaginative, innovative, unique, critical, analytical, logical, intellectually curious, organized, definitive, driven to learn and increase their competence and knowledge and socially cautious and reserved.

Start with Us...

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