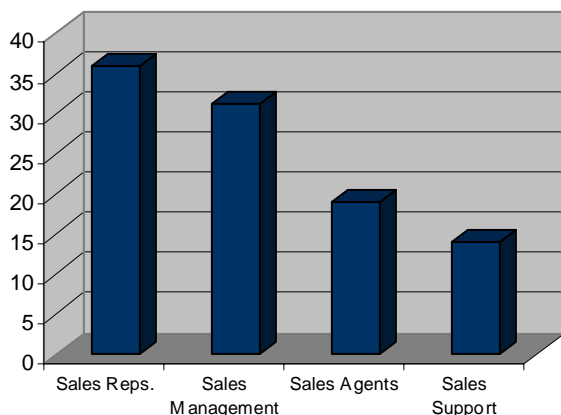
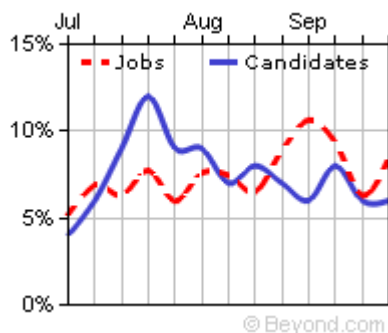


## Sales & Sales Management Channel 3Q08 Industry Outlook

### Candidate Breakdown – Percentage of Industry Sales & Sales Management



### Sales & Sales Management Employment Trends (Percentage of Network – July 2008 to September 2008)



### Sales & Sales Management Employment Forecast

(Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2008-2009)

- Sales and sales-related occupations are expected to grow about as fast as average increasing the number of jobs by 9% by 2016.
- 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*	540,096
Jobs Posted	119,515
Channel Sites	97
Email Contacts	863,027

### Monthly Channel Statistics

Job Views	604,200
Online Applications	107,318
New Resumes	14,056

### Most Popular Candidate Titles (%)

1. Sales Manager (17.34)
2. Medical Sales Rep. (10.16)
3. Pharmaceutical Sales Rep. (9.47)
4. Retail Sales Rep. (5.46)
5. Mechanical Equipment Sales Rep. (4.93)
6. Non-retail Sales Supervisor (4.73)
7. Retail Sales Supervisor (4.52)
8. Instrument Sales Rep. (4.40)
9. Software Sales Rep. (4.32)
10. Advertising Sales Agent (4.00)

### Cities with the Most Jobs Posted

1. New York, NY
2. Houston, TX
3. Dallas, TX
4. Atlanta, GA
5. Chicago, IL

\*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](http://www.Beyond.com/Channels).

Top 10 States for New Candidates (%)
1. Florida (13.31)
2. California (10.96)
3. Texas (8.50)
4. Georgia (5.85)
5. Illinois (5.09)
6. Pennsylvania (4.84)
7. New York (4.47)
8. North Carolina (4.26)
9. Arizona (3.81)
10. Michigan (3.13)

**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

SalesJobs.net	SalesHeads.com	EntryLevelSales.net
PharmaceuticalSalesGigs.com	SalesAccountExecutive.com	DirectSalesJobs.com
InsideSalesCareers.com	OutsideSalesCareers.com	RetailSalesConsultant.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, 54% of our network candidates have a 4 year college degree or higher, 63% have 10 or more years of experience, and 53% have chosen the Beyond.com Network within the first 2 weeks of their job search.

Experience Level	%
Less than 1 year	3.46
1-3 Years	6.80
3-5 Years	8.80
5-10 Years	17.75
10-15 Years	19.04
15-20 Years	20.11
21+ Years	24.04

Educational Background	%
Post Graduate Degree	6.59
4 Year College Degree	47.67
2 Year College Degree	9.26
Some College	24.21
High School Diploma	12.27

Length of Job Search	%
Just Started	40.27
2 Weeks	12.94
4 Weeks	12.55
6 Weeks	6.74
2 Months	7.87
3 Months	7.94
6 Months	5.33
9 Months	1.19
12 Months	0.59
Over 1 Year	4.58

### 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](mailto:Employer@Beyond.com) or by dialing 1-866-694-5627. Together we will help you Go Beyond!**