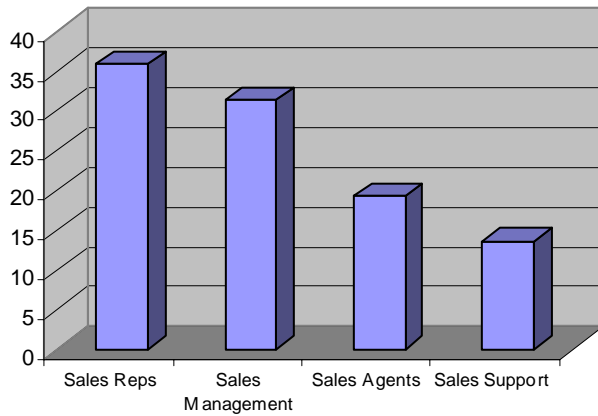
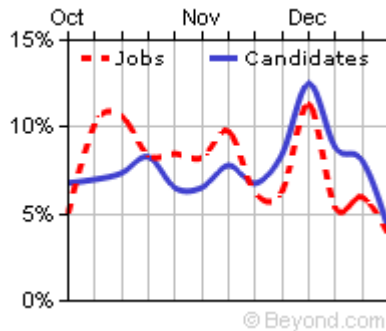


**Candidate Breakdown – Percentage of Industry
Sales & Sales Management**



**Sales & Sales Management Employment Trends
(Percentage of Network – October 2007 to December 2007)**



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.

**You can effectively reach this market.
Here is how we can help.**

The Beyond.com Network is comprised of more than 15,000 general, local and niche-industry web sites that together have the power to reach more than **25 million business professional contacts** through its network community, with thousands of new members added each day. A complete listing of the Beyond.com Network sites can be found at: www.Beyond.com/Network.

The Sales and Sales Management Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the sales professional and corporate organization. In addition to searching for a new job, candidate, or industry-related resource materials, Beyond.com can help create a customized recruitment, marketing or advertising campaign that will effectively reach your company's targeted audience.

Branding and advertising opportunities include:

- Job Posting Packages
- E-Mail Marketing and Sponsorships
- Corporate Branding & Spotlights
- Banner Advertising
- Alerts and Keyword Purchases

Quarterly Channel Statistics	
Active Candidates	476K
Active Resumes*	426K
Jobs Posted	123K
Channel Sites	93
Email Contacts	863K
Monthly Channel Statistics	
Job Views	506K
Online Applications	37K
New Candidates	10K
New Resumes	9K

Most Popular Candidate Titles (%)	
1. Sales Manager	(17.48)
2. Pharmaceutical Sales Rep.	(9.94)
3. Medical Sales Rep.	(9.91)
4. Retail Sales Rep.	(5.50)
5. Non-retail Sales Supervisor	(5.19)
6. Mechanical Equipment Sales Rep.	(4.70)
7. Software Sales Rep.	(4.56)
8. Advertising Sales Agent	(4.45)
9. Retail Sales Supervisor	(4.34)
10. Instrument Sales Rep.	(4.09)

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

*Includes only one resume per candidate

Sales & Sales Management 4QT07 Industry Outlook

The Beyond.com Network

By using the power of the Beyond.com Network, your company can be as broad or as specific as necessary in its search to target the critical audience to maximize the value of your recruiting, marketing or advertising campaign. You can target national, regional, state, city, specialty or industry-specific areas. Located below are a few listings of top states, keyword searches and web sites that should be considered:

Top 10 States for New Candidates (%)
1. California (12.32)
2. Florida (9.95)
3. Texas (7.66)
4. Pennsylvania (5.77)
5. Georgia (5.40)
6. Illinois (4.51)
7. New York (4.47)
8. North Carolina (3.37)
9. Arizona (3.37)
10. New Jersey (3.26)

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
BaltimoreJobsite.com	PittsburghJobs.com	PhoenixJobs.com
BostonJobsite.com	AlbanyJobsite.com	ChicagoJob.net

Industry Sites

SalesJobs.net	SalesHeads.com	RetailSalesConsultant.com
SalesSpecialist.net	SalesAccountExecutive.com	OutsideSalesRep.com
RetailJobs.ca	NationalSalesManger.net	BusinessDevelopmentManager.net

Key Sales & Sales Management Demographics

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Sales and Sales Management Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 54.39% of our network candidates have a 4 year college degree or higher, 59.19% have 10 or more years experience and more than 55% of candidates have chosen the Beyond.com Network within the first 2 weeks of their job search. This translates into a significant opportunity for your company to tap into a highly-talented, knowledgeable and fresh candidate pool.

Experience Level	%
Less than 1 year	3.21
1-3 Years	8.04
3-5 Years	9.86
5-10 Years	19.70
10-15 Years	18.67
15-20 Years	18.07
21+ Years	22.45

Educational Background	%
Post Graduate Degree	7.67
4 Year College Degree	46.72
2 Year College Degree	10.06
Some College	24.94
High School Diploma	10.61

Length of Job Search	%
Just Started	41.31
2 Weeks	13.91
4 Weeks	12.33
6 Weeks	5.95
2 Months	8.13
3 Months	7.27
6 Months	4.25
9 Months	1.09
12 Months	0.72
Over 1 Year	5.04

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 at LPSales@Beyond.com or by dialing 1-866-694-5627 and Go Beyond!