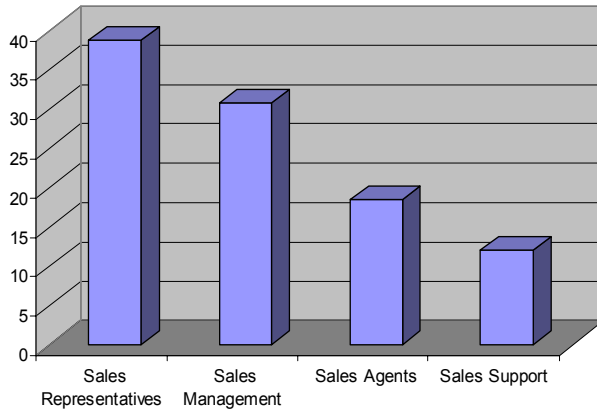
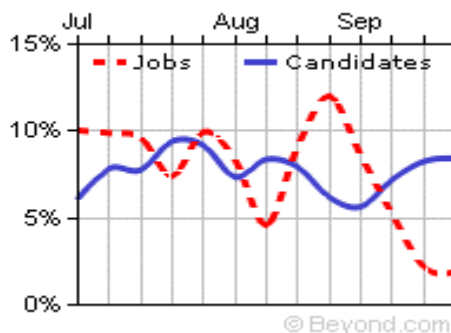


### Top Candidate Sectors – Percentage of Industry Sales & Sales Management



### Sales & Sales Management Employment Trends (Percentage of Network – July 2006 to September 2006)



### Sales & Sales Management Employment Forecast (Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2006-2007)

- Sales and sales-related occupations are expected to add 1.5 million new jobs by 2014, growing by 9.6%.
- The majority of new jobs include retail salespersons and cashiers.

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

The Beyond.com Network is comprised of more than 11,000 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](http://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
- Corporate Spotlights
- Alerts and Keyword Purchases

Network Statistics	
Monthly Visitors	>3 million
Page Views	20 million
Sales & Sales Management Statistics	
Resumes	354K
Job Postings	137K
Channel Sites	93
Contacts	863K

Top 10 Candidate Positions (%)
1. Sales Manager (16.10)
2. Pharmaceutical Sales Rep. (12.33)
3. Medical Sales Rep. (11.24)
4. Retail Sales Rep. (5.03)
5. Software Sales Rep. (4.81)
6. Biotechnical Equipment Sales Rep. (4.70)
7. Instrument Sales Rep. (4.52)
8. Mechanical Equipment Sales Rep. (4.47)
9. Non-retail Sales Supervisor (4.22)
10. Chemical Sales Rep. (4.10)

Top 5 Cities with Open Positions
1. New York, NY
2. Chicago, IL
3. Los Angeles, CA
4. Dallas, TX
5. Houston, TX

# Sales & Sales Management 3QT06 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, key word searches and web sites that should be considered:

Top 10 States for Candidate Registrations (%)
1. Texas (9.63)
2. California (8.88)
3. Pennsylvania (8.13)
4. Florida (6.46)
5. New York (6.07)
6. New Jersey (5.36)
7. Illinois (4.76)
8. Georgia (4.23)
9. Ohio (3.94)
10. North Carolina (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

SalesSpecialist.net	SalesHeads.com	RetailSalesConsultant.com
MedicalSalesRepresentative.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, 59.85% of our network candidates have a 4 year college degree or higher, 53.08% have 10 or more years experience and more than 53% 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	5.74
1-3 Years	10.35
3-5 Years	10.87
5-10 Years	19.88
10-15 Years	16.36
15-20 Years	17.19
21+ Years	19.53

Educational Background	%
Post Graduate Degree	8.21
4 Year College Degree	51.64
2 Year College Degree	8.72
Some College	19.69
High School Diploma	11.74

Length of Job Search	%
Just Started	40.71
2 Weeks	12.98
4 Weeks	11.88
6 Weeks	6.37
2 Months	7.69
3 Months	7.32
6 Months	5.01
9 Months	1.32
12 Months	0.77
Over 1 Year	5.95

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