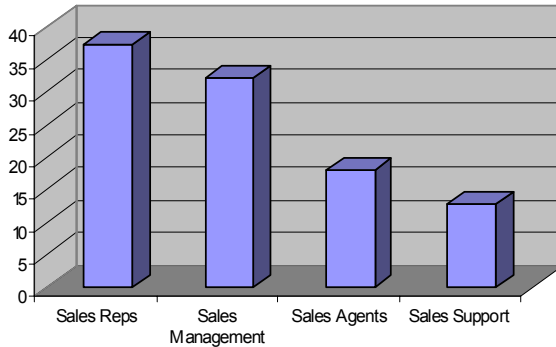
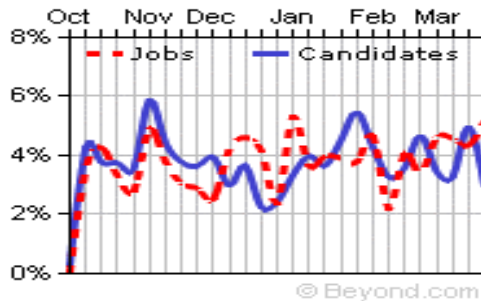


### Top Candidate Sectors – Percentage of Industry Sales & Sales Management



### Sales & Sales Management Employment Trends (Percentage of Network - October 2005 to March 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	259K
Job Postings	45K
Channel Sites	74
Contacts	863K

Top 10 Positions (%)	
1. Sales Manager	(17.38%)
2. Pharmaceutical Sales Rep.	(10.47%)
3. Medical Sales Rep.	(10.06%)
4. Retail Sales Rep.	(5.33%)
5. Software Sales Rep.	(4.77%)
6. Mechanical Equipment Sales Rep.	(4.76%)
7. Instrument Sales Rep.	(4.71%)
8. Non-Retail Sales Supervisor	(4.48%)
9. Biotechnical Equipment Sales Rep.	(4.24%)
10. Retail Sales Supervisor	(4%)

Top 5 Cities for Jobs	
1. Chicago, IL	
2. New York, NY	
3. Dallas, TX	
4. Los Angeles, CA	
5. San Francisco, CA	

# Sales & Sales Management 1QT06 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 Candidates
1. Texas (9.03%)
2. California (8.93%)
3. Pennsylvania (7.33%)
4. New York (6.76%)
5. Florida (5.73%)
6. Illinois (4.9%)
7. Ohio (4.17%)
8. Georgia (3.92%)
9. New Jersey (3.81%)
10. North Carolina (3.74%)

### Sales & Sales Management Key Word Searches:

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, 53.91% of our network candidates have a 4 year college degree or higher and 60% 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.

Educational Background	
Post Graduate Degree	8.89%
4 Year College Degree	45.02%
2 Year College Degree	8.67%
Some College	20.78%
High School Diploma	15.14%

Length of Job Search	
Just Started	46.82%
2 Weeks	13.04%
4 Weeks	8.36%
6 Weeks	5.52%
2 Months	5.85%
3 Months	7.36%
6 Months	4.18%
9 Months	1.00%
12 Months	0.33%
Over 1 Year	7.53%

### 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!**