

Sales Representatives, Services

Sales Representatives -Services sell services to customers by working with them to meet their needs, create solutions, and ensure a smooth sales process. Sales representatives will work to find new sales leads, through business directories, and client referrals. Common job titles include: Sales Agent, Membership Solicitor, Account Representative, Service Representative. *Source: O*Net Online*



CERTIFICATIONS

Relevant certifications sought within the DC Metro Area include:

- ✓ [NRF Customer Service Certification](#)
- ✓ Project Management



COST OF LIVING

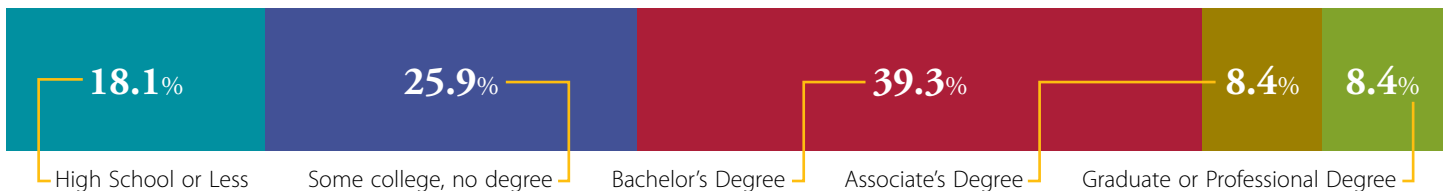
Within the Washington, DC metro area, an individual needs to make approximately **\$42,000*** annually to sustain a modest, yet adequate standard of living. The median income for individuals (aged 25+) in the region is **\$52,468****. People working as Sales Representatives, Services have a median income of **\$63,160** and can typically make anywhere from \$29,740 to \$146,970***.

**Economic Policy Institute Family Budget Calculator,*

***2015 American Community Survey,*

****Bureau of Labor, 2015 Statistics Occupational Employment Statistics.*

EDUCATIONAL ATTAINMENT PROFILE FOR SALES REPRESENTATIVES, SERVICES (WORKERS AGE 25+)



Source: Chmura Economics, JobsEQ

PROGRAM

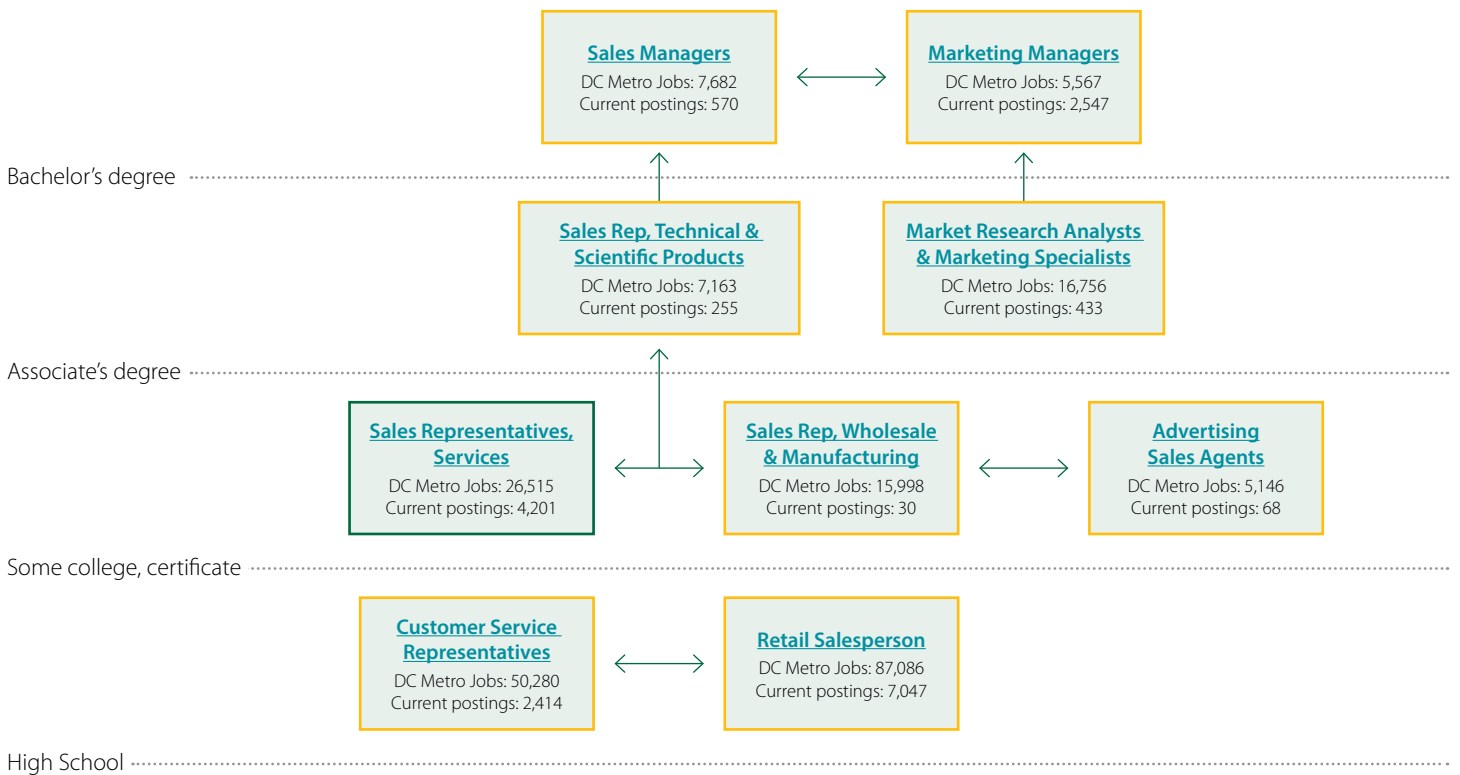
DC METRO AREA HIGHER EDUCATION CENTERS

Certificates	American Public , PGCC
2-Year Degree	American Public , PGCC
4-Year Degree	American Public , UMD , GMU , GW , Georgetown , Catholic

PROMINENT EMPLOYERS INCLUDE

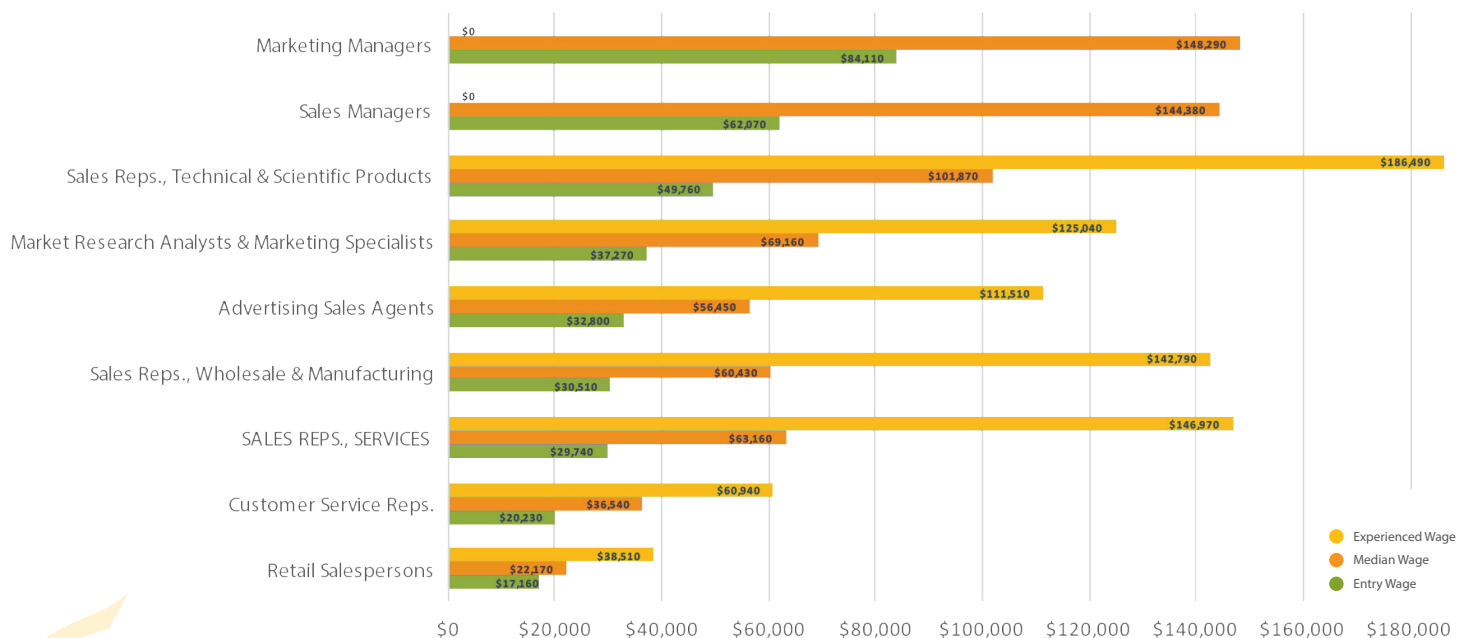
PNC Financial Services Group, Nest Version Media, Sport and Health, Oracle, Gold's Gym, Comcast

Career Pathways for Sales Representatives, Services



Source: O*Net; Employment from Chmura Economics JobsEQ Average of 4 quarters ending in Q4 2016, Current postings represent online ads in 30 Days between 2/15/2017 and 3/16/2017.

Occupational Wage Estimates (2015)



Source: BLS Occupational Employment Statistics, 2015

