**Sales and Related Occupations** is projected to add 1,479 new jobs to the state economy, an increase of 1.04 percent, the slowest growing among the occupational major groups. However, the major group is set to experience the second highest number of annual openings with 20,498. Of these, 8,684 are for those created from employees leaving the workforce, while 11,074 are from people changing jobs. Growth and expansion accounts for 740 annual openings

**2-Year Projected (2018-2020) Growth Rate: 1.04%  
Biggest Gain: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012) – 386 jobs**

**Fastest Gain: Insurance Sales Agents (41-3021) – 5.00%  
Biggest Loser: Cashiers (41-2011) – 373 jobs  
Fastest Loser: Travel Agents (41-3041) – 4.12%**

**Short-Term Outlook 2018-2020**

**Sales and Related Occupations (41-0000)**

The ***Supervisors of Sales Workers*** is anticipating 265 new jobs, an increase of 1.18 percent. First-Line Supervisors of Retail Sales Workers is predicted to claim the majority of those jobs with 163 on the horizon. The occupational family is expecting around 2,419 annual job openings.

The ***Retail Sales Workers*** *occupational family*is predicted to increase jobs by 151, an increase of less than one-quarter percent. Retail Salespersons is projected to add 328 new jobs to its workforce. However, Cashiers is projected to be the top declining occupation in the state as many retailers have closed store locations. Combined, these two occupations make up 12,724 annual job openings, more than 62 percent of the major group’s 20,498 openings.

The ***Sales Representatives, Services*** occupational family is estimated to increase employment by 376, or a gain of 3.31 percent. Insurance Sales Agents leads the occupational family in net change with 227 jobs during the projection period and is estimated to be the fastest growing occupation in the **Sales and Related Occupations** major group with a 5.00 percent gain. On the negative side, Travel Agents could be the fastest declining industry in the major group with a loss of 4.12 percent. The occupational family is slated to experience 1,416 annual job openings.

The ***Sales Representatives, Wholesale and Manufacturing*** occupational family is expected to add 466 new jobs between 2018 and 2020. Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products is estimated to increase by 386 making it the top growing occupation in the major group. The occupational family is forecast to have 1,750 annual job openings.

The ***Other Sales and Related Workers***family is predictedto add 221 new jobs to its workforce. Real Estate Sales Agents is anticipated to increase by 68 jobs. As a whole, ***Other Sales and Related Workers*** is projected to experience 1,122 annual job openings.

**Workforce Development Area Outlook  
Sales and Related Occupations**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Workforce Development Area** | **2018 Estimated Employment** | **2020 Projected Employment** | **Numeric Change** | **Percent Change** | **Annual Openings- Exits** | **Annual Openings- Transfers** | **Annual Openings- Change** | **Annual Openings- Total** |
| Northwest Arkansas | 34,669 | 35,711 | 1,042 | 3.01% | 2,091 | 2,664 | 521 | 5,276 |
| North Central Arkansas | 8,011 | 8,171 | 160 | 2.00% | 479 | 620 | 80 | 1,179 |
| Northeast Arkansas | 11,988 | 12,179 | 191 | 1.59% | 742 | 940 | 96 | 1,778 |
| Western Arkansas | 12,276 | 12,346 | 70 | 0.57% | 746 | 959 | 35 | 1,740 |
| West Central Arkansas | 13,089 | 13,089 | 0 | 0.00% | 846 | 1,041 | 0 | 1,887 |
| Central Arkansas | 20,279 | 20,449 | 170 | 0.84% | 1,314 | 1,612 | 85 | 3,011 |
| City of Little Rock | 19,514 | 19,720 | 206 | 1.06% | 1,099 | 1,460 | 103 | 2,662 |
| Eastern Arkansas | 4,109 | 4,060 | -49 | -1.19% | 286 | 334 | -24 | 596 |
| Southwest Arkansas | 8,152 | 8,017 | -135 | -1.66% | 518 | 636 | -68 | 1,086 |
| Southeast Arkansas | 6,736 | 6,613 | -123 | -1.83% | 421 | 527 | -62 | 886 |