Description of Field:
Companies in this sector sell a wide range of products to consumers and businesses, from food and apparel to hardware, household goods, and office supplies. While it's true that many of the industry's employees are salespeople and clerks, retail also offers opportunities for those with a head for business, interested in determining what goods will be sold, getting these goods to the right place at the right time, and managing the operations, finances, and administration of retail companies. Retail executive-training programs exist to train young professionals in functions such as sales and merchandise managers, buyers, and marketers.

General Skills:
Active listening, critical thinking, communication, problem solving, coordination with others, customer service

Insider Advice:
You need empathy because retail is a team sport; you can’t do anything without other people. You need to be a good listener so you’re able to learn from others’ experiences and have clear communication so the other colleagues understand you every time. It’s important to be open and honest with people, to be yourself and to treat people with respect.

Learn about Yourself & Career Options

What Can I Do With This Major:
Sociology, Psychology, Criminology & Law, Marketing
Business Administration

Sample UF Majors:
Psychology, Sociology, Marketing, Criminology & Law, Business Administration

Career Planning:
Our Career Planning staff can help you explore interesting major/career options, prepare for and start an internship/job search. Log in to view the ways we can help!

Build Experience

UF Organizations:
Retail Society, Corporate & Securities Litigation Group, Center for Entrepreneurship & Innovation Ambassadors
Visit Student Activities & Involvement for Additional Opportunities

Professional Organizations:
National Association of Retail Buyers & Sellers, Alpha Kappa Psi
Delta Sigma Pi

Sample Local Opportunities: Macys, GAP, Forever 21

Prepare for Your Next Step

Sample Job Titles: Assistant Buyer, District Sales Manager, Retail Manager, Regional Manager

Search for Internships & Jobs:
Gator CareerLink Jobs
AllRetailJobs.com
WorkInRetail.com
RetailCareersNow.com

Sample Local Opportunities: Target, Wal-Mart, Belk

Sample Employers Recruiting at UF:
Chep, Macy’s, Target, PepsiCo, Home Depot

Log into Gator CareerLink to search for employers hiring UF students and additional resources