

RESEARCH NOTES



Research & Analysis
Bureau

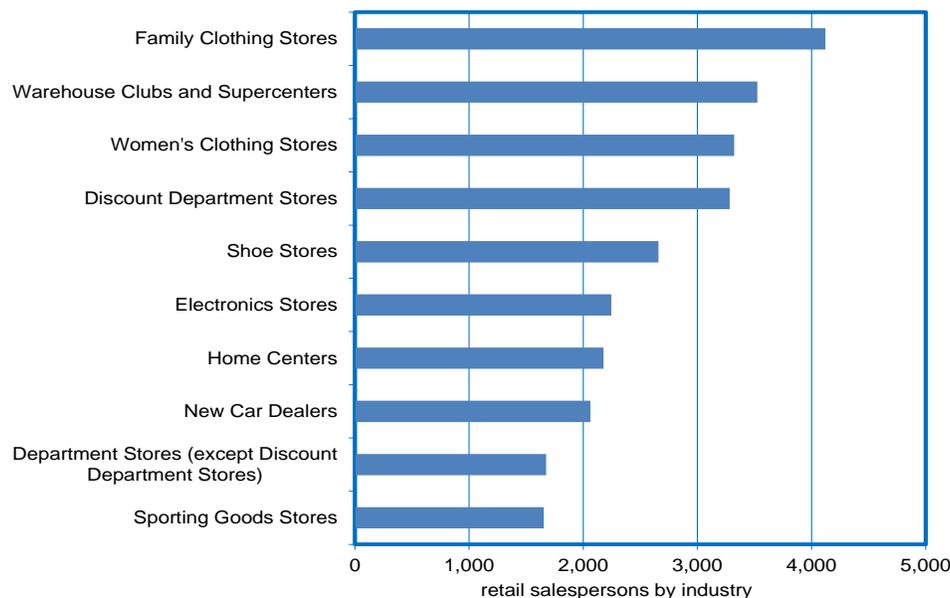
Nevada's Premier Source of Workforce & Economic Information and Analysis



Retail Salespersons by Industry
Marianne Segurson, Economist

Note: 2017:89
June 9, 2017

Leading Employers of Retail Salespersons are Clothing Stores, Warehouse Clubs, and Discount Department Stores



- In previous *Research Notes*, we found that the share of employment in Nevada's retail trade sector was nearly identical to that for the nation as a whole. At the same time, we found that the share of total employment accounted for by retail salespersons, the largest occupation within the retail sector, was approximately one-fifth higher than in the U.S. as a whole. This *Note* will attempt to offer some insight into this somewhat surprising difference.
- All told, there are just over 50,000 retail salespersons in Nevada. 93% of these jobs are in the retail industry. Leading employers are clothing stores, warehouse clubs, and discount department stores.
- As noted above, we were somewhat surprised by the difference in the relative Nevada employment concentrations...the retail trade sector is as expected, given national norms, while the concentration of retail salespersons in the Silver State is much higher than average. We previously suggested that it was perhaps due to a relatively large number of salespersons in other non-retail sectors, especially leisure and hospitality. A more thorough analysis suggests that is only partially true.
- Retail salespersons account for 0.3% of employment in Nevada's accommodation/food services sector, three times the level evident nationwide. However, in absolute terms, there are just barely above 1,000 persons employed in this occupation within the sector, so that does not explain much of the Silver State's relatively high reliance upon these workers in the economy as a whole.
- The Silver State's has a relatively strong share of retail salespersons employment due to the fact that, within the retail trade sector itself, Nevada has a greater share of employment in this occupation, at 32%, than does the nation with 27%. In other words, the structure of the State's retail trade sector accounts for the relatively strong reliance upon these workers.