

Sector		Retail Industry						
Sub-Sector		B2B/B2C	B2B/B2C	B2B/B2C	B2B/B2C	B2B/B2C	B2B/B2C	B2B
Occupations		Store Operations	Supply Chain Management	Category Management	HR	Marketing	Finance	Sales
Vocational Education	Formal Education	Job Roles	Job Roles	Job Roles	Job Roles	Job Roles	Job Roles	Job Roles
NVEQF/National Standards Qualification Framework (NSQF)								
L10	Doctorates	Chief Operating Officer	Head Supply Chain	Head Merchandizer	Chief People Officer (Head HR)	Chief Marketing Officer (CMO)	Chief Financial Officer (CFO)	National Sales Head
L9	Masters	Zonal Manager	Head National Operations	Head (QA/Planner/Buyer/Product Design & Development)	Head (Talent Acquisition / Talent Engagement / Learning & Development / Shared Services)	Head (Marketing Promotions & Communications / Planner / Visual Merchandising)	Head (Commercial / Taxation / Indirect Taxation)	Zonal Sales Manager
L8	Bachelor Degree (Honours), PG Diploma	Cluster Manager	Head Zonal Operations	Planner/ Merchandiser/ Buyer	Business HR Partners	GM - Research & Analytics / Loyalty Programs	GM (Accounts Receivables / Accounts Payables)	Branch/State Sales Manager
L7	3rd Yr Bachelor's	Store Manager	DC Manager		Manager - MIS	Manager- Brand Promotions	Manager - Business Analyst	Area Sales Manager
L6	2nd Yr Bachelor's	Departmental Manager	Section Manager					Territory Sales Manager
L5	1st Yr Bachelor's	Team Leader						Sales Supervisor
L4	Higher Secondary School Grade XII	Sales Associate						Distributor Salesman
L3	Higher Secondary School Grade XI	Trainee Associate						Sales Officer
L2	Secondary School Grade X	Cashier						Trainee
L1	Secondary School Grade IX	Store Ops Assistant						

Font Color | Job Roles accounting for 80 % of employability in the Retail Industry

Career Position		
Color Code	Designation Grade	Age Group
	Senior Management	35 yrs & above
	Middle Management	(30 - 35) yrs
	Junior Management	(24 - 30) yrs
	Entry Level	(18-23) yrs

Average age of workforce | 25 yrs