Distribution Channel Management
Past Participant Profile

Top Five Countries
- North America: 62%
- South America: 29%
- Europe: 6%
- Asia: 1%
- Australia: 1%

Top Five Countries Bar Chart:
- United States: 61%
- China: 8%
- Japan: 7%
- Brazil: 5%
- Switzerland: 3%

Top Five Industries
- Manufacturing: 53%
- Services: 12%
- Utilities and Infrastructure: 8%
- Wholesale Trade: 6%
- Finance, Insurance, and Real Estate: 4%

Top Five Industries Bar Chart:
- Manufacturing: Purple
- Services: Blue
- Utilities and Infrastructure: Yellow
- Wholesale Trade: Orange
- Finance, Insurance, and Real Estate: Teal

Top Five Job Functions
- Sales: 33%
- Marketing: 12%
- General Management: 11%
- Business Development: 7%
- Logistics/Distribution: 5%

Top Five Job Functions Bar Chart:
- Sales: Purple
- Marketing: Blue
- General Management: Yellow
- Business Development: Orange
- Logistics/Distribution: Teal

Management Levels
- Senior: 45%
- Middle: 32%
- Top: 15%

Management Levels Bar Chart:
- Senior: Purple
- Middle: Blue
- Top: Orange

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