

WHY CONSIDER A CAREER IN SALES?

If you asked successful salespeople if they always wanted to be in the profession, most will tell you that sales wasn't their first choice, followed by a list of reasons why they are happy they did. Many have found a career in sales to be both financially rewarding and satisfying.

CAN YOU DO IT?

Some of the most accomplished salespeople in the world said, prior to deciding on taking a position, "I am not a born salesperson" or "I have never sold anything before", believing they couldn't succeed. The "gift of gab" doesn't make you a good salesperson. Good salespeople are good listeners, not good talkers. A good salesperson wants to help people, believes in the product they sell, and is enthusiastic about showing it.

You will find that people are more influenced by the belief you have in your product much more than the techniques you use to sell it. In other words, if you are passionate about what you are doing and are willing to give it an honest effort, your chances for success are very high.



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CAREER
TO THE
NEXT
LEVEL



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LAUNCH A
CAREER
IN
SALES



WHY SALES?

HIGHER INCOME POTENTIAL

The sales profession is one of the highest paid fields in the world today. Why is that? It's because earnings are based on effort and performance, so income potential can be significant. In many cases their income potential is virtually unlimited. The more clients they see, the more sales they make. As a salespeople get better at their craft, they earn more for the amount of work they do. Essentially, as a salesperson, you can help determine your own income level.

REWARDING CAREER

You get to help people! A salesperson helps people find solutions to their problems and needs. When you sell a product you enthusiastically believe in, you gain a sense of fulfillment every time it is sold. Closing a deal or increasing sales often result in a great sense of accomplishment and satisfaction. In sales, you will get the opportunity to grow financially, socially and emotionally while helping others in productive and positive ways.

NEEDED PROFESSION

All of the great inventions, from cars to computers, would never have been heard of if it wasn't for a salesperson. No matter how good a product is, it has to be sold, whether it's to a manufacturer, investor or a consumer. Because a product, service or idea is sold, buildings are built, research is funded and jobs are created! As a salesperson you can help people get and stay employed! Few other professions make an economy function more than sales. As a result, salespeople will always be in demand.

DEVELOP NEW SKILLS

A career in sales allows you the time to develop new skills while honing existing ones. A typical day in sales can include establishing relationships with new clients, maintaining relationships with existing clients, strategic planning to increase sales, determining client needs, problem solving and negotiation. As you become more experienced in sales, you will gain self-confidence and develop effective people skills. You will learn how to communicate with different people by learning how to really listen, ask the right questions and understand what a person wants.



INCENTIVES

Many salespeople have opportunities to earn prizes and bonuses based on their performance or as part of a competition. Companies commonly put up incentive trips to popular vacation spots and have attainment based prizes such as vehicles or electronics.



RECOGNIZED FOR YOUR ACHIEVEMENTS

In many jobs, hard work, solving problems and consistency are seldom acknowledged or recognized by management. Sometimes the only attention people get is when they do something wrong. In sales, you will get recognized for reaching goals, winning contests, and being a top performer. For people who like competition, a career in sales is a great place to be.

INDEPENDENCE

Salespeople have the flexibility to structure how they want to work each day, deciding the hours and days to work. If you like to work with little or no supervision, a career in sales gives you the freedom to work with a great degree of independence.



PROMOTION

In a sales career, promotions are frequently determined by results. Office politics, seniority, favoritism are less of a factor in deciding who should get the promotion. Who is doing the best sales job in a company is identified by the amount of revenue a person is bringing in, making the decision of who should get promoted obvious.

