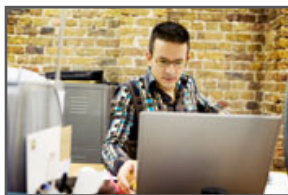




The Do and Don'ts of Launching a Sales Career

A sales career is diverse and cuts across several organizations. A career in sales can be fun-filled and interesting to those who have the right kind of personality and drive to succeed.



Companies manufacturing technical products employ people with technical backgrounds because they can easily assist customers if needed. They can carry out after sales services and maintenance services for the customers who buy products with warranties.

Engineers are trained in problem solving skills. Sales careers, on the other hand, require a person who is people oriented. A combination of the two makes a very interesting and challenging job. Neither of the two professions can independently offer a challenging work environment as both of them combined.

Do's for Those Launching a Career in Sales

While looking for a sales job, ensure that you close the sale in both your resume as well as your interview. Entry level sales jobs require individuals that can close a deal quickly. Ensure that you exhibit this ability to your potential employer beforehand.

Ask for the job during the interview. A good career should offer you several opportunities for growth, while looking for entry level sales jobs ensures that you choose a career that will offer you opportunities to advance your career.

An employer who has invested in a structured program for employee training is the best choice for anyone looking for an opportunity to launch a career. Never give up on the tasks assigned in entry level sales jobs. Remember that you have no experience at all, and how you successfully carry out the tasks given to you by your employer will determine how they rate your capability. Thus, it is important to be persistent. A salesperson should be someone who is very persistent. It is through persistence that one makes sales possible.

Performing an activity for which you have a passion will ensure that you achieve the highest mark in whatever you are involved. Picking out products that you already have a passion for will take you far. It will also make your career more interesting and enjoyable.

If you are a student and you are anticipating joining a sales job immediately after you graduate from college, ensure that you direct all your term papers and presentations towards your future job. At the interview you can produce these documents which might help you in advancing your case that you are the best candidate for the job.



To succeed as a sales representative you need to be professional in both your appearance as well as in your behaviour. Ensure that you dress like a professional salesperson at the interview. In social gatherings, be sure to network as much as possible, because it is through the contacts that you make that will ensure your success in a sales career.

Business organizations benchmark their services and model against the best in the industry. Benchmarking for an organization is like having a mentor. In entry level sales jobs, a mentor is required. If you as an individual are joining a company as an entry level sales agent, ensure that you identify a mentor.

Don'ts for Those Launching a Career in Sales

In an entry level sales jobs interviews, remember to mention your experience in other fields that can be directly transferred to your current sales job. Do not leave out any activity that you have done in the past that you think might improve your rating in entry level sales jobs interviews.



Words of Sales Job Wisdom

Rejections are common in any sales career. You should not take a rejection personally. Take it as part of the job and move on. In most entry level sales jobs, interviewees are asked questions about how they will handle rejections when they face them. You should therefore carefully consider the various approaches that you might use. Learn them before you go for the interview.

Never be negative in a sales job. Nothing dampens others' spirits as negative comments. Ensure that you are always positive in your comments and your reviews. A positive attitude towards life and sales in general will definitely shore up your sales volume.

As a sales agent, you should not relax after getting your job. Ensure that you constantly update yourself on the latest happenings in the world of sales. Enroll for professional courses to update your skills. This will also ensure that you move up the career ladder.

Job Outlook

Entry level sales jobs can be very stressful as the level of salary that you earn will depend on the volume of goods that you sell. Organizations that employ sales agents also set

targets that have to be met by the sales agents. To keep your job, you have to meet the sales targets.

If you consistently meet your sales targets or even pass them, you can advance to higher positions in the sales field. Constant promotions will come your way if your performance is excellent.

Various sales outlets have come up that require sales agents to fill up entry level jobs. Media outlets and internet service outlets are some of the few areas where one can get entry level sales jobs.

Conclusion

Entry level sales jobs are very demanding. They are also challenging and interesting at the same time. It is thus imperative for a sales agent who wants to advance in their career to work hard and meet sales targets. Some entry level sales jobs do not need very high qualifications; even a high school graduate can successfully sell and advance in a sales career. A majority of sales agents in several states have university degrees and other higher academic qualifications.

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