



How to Find Good Sales Jobs

Sales is one career that has opportunities for literally everyone. If you can be personable, honest, and determined, you make an excellent candidate for various sales careers. Some sales careers do require a degree and/or various levels of experience, but many jobs actually prefer someone who has limited experience so they will be more trainable without combating the sales person's old way of doing things.

If you are new to the field of sales, search first for jobs whose products you are already interested in or passionate about. Sales are, in essence, the transference of belief in your product to a customer, based on fear of pain which the product can prevent or alleviate, or based on a desire for pleasure which the product can fulfill. No matter what you are selling, the decision to buy is always based on one or both of those two emotions. If you are not yet skilled at selling, a job where you are unfamiliar with the product, service, and/or the related industry will not be a great selling opportunity even if there is a promise of huge commissions.

As you enter sales careers, you should be looking for ways to increase your skill set at all times. Subscribe to e-mail newsletters by industry leaders, read at least one book every month related to the various aspects of [sales careers](#), listen to the advice of your sales managers, and constantly stay abreast of changes within your products and industry standards.

While in sales, always be talking to other sales representatives about their businesses. Find out what they like and do not like about their companies. Make a note of this: do not ever bad mouth your company, product, or management, especially to other sales professionals. This is a cut-throat industry at times, and it can be used against you. As far as everyone you talk to goes, you work for the best company with the best products and the best management. If you do not feel that way, then look for another job.

As you advance in your skill set and experience level, then you might want to consider looking for a job that will allow for more advancement opportunities and potentially larger commissions. Naturally, you will be more inclined to get a job through a referral network more easily than going through traditional interview processes, but the job you desire may not be one where you have made contacts.

As you start generating success and gaining experience in

sales careers, you need to make sure that you always have a great working resume that you will be able to provide at a moment's notice if you come across a sales executive who recognizes your value and invites you to apply with their organization. Your resume should include all leadership achievements, sales production awards, special accounts that you have had unusual success with, attendance of any sales training, jobs that you have had outside of sales that have given you special preparation for future jobs, and anything else that will make you stand out on paper as a coveted sales professional.

You should also always have your resume posted on various business and social networking sites so that you will be recognized by people seeking out quality candidates for [selling opportunities](#). [Sales careers](#), unlike careers in any other industry, can easily transfer into other businesses with a minimal learning curve. As you prove your proficiency and develop management and leadership skills, you can begin to leverage your time and efforts by advancing to area, regional, or national sales management positions. As soon as you recognize that you want an executive management position, you need to begin letting people know. If you do not let the upper echelon know of your interest, they may pass you by when they are considering promoting a less-qualified individual who has expressed interest in those positions. Never assume that just because you have been there longer you will automatically be offered promotions.

The success you achieve may merit you a sales training job for training new associates within the company. [Sales training jobs](#) are key positions because great sales training results in excellent results from the sales force. If you enjoy teaching and imparting wisdom to others, this may be an ideal career move for you. Some [sales training jobs](#) are actually supplemental responsibilities, but most are dedicated positions. If you are in a sales training job, seek outside training seminars and programs which could increase your knowledge and ability to effectively train others. Keep track of



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supplemental training that you decide to participate in, so you will be able to include it on your resume.

As you attend sales training programs, you may find that you are attracted to general sales training jobs, where you are actually hired out to do generic trainings for sales forces within various industries. Those positions still involve

sales, and you will have to sell yourself to the executive management. The income potential of these sales training jobs is impressive.

Keep yourself well informed, well presented, and well connected, and your sales career is bound to soar.

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