

Sales as a career

Are sales people born or are they attracted to a career in selling because they feel they have an aptitude for it?

Well if you think you might have the makings of a sales person in you, don't rush off to contact a sales recruitment consultant just yet. Instead, why don't you first try holding yourself out at arm's length and taking a long hard look at yourself?

ASK yourself, "Am I an all-round positive person? Am I self-motivated, bullish? Do I get a charge out of selling myself and my ideas?"

If you can answer "yes" to all of these questions then the chances are that if you aren't already in selling you might find yourself at your best – and that means happiest – in a job that utilizes those talents to the full.

You should think seriously about emerging from the background to take up a career in sales. If you're trying to break into sales for the first time and feel the need to emerge from the background to a job that will put you centre stage on a daily basis, this could be the career move of a lifetime. Why sales? You can bet your bottom dollar that it's a question you'll certainly be asked by an interviewer, so think long and hard before you

talk to any sales recruitment business because the answer you give will give them an insight into what kind of person you are as well as what stage you are at in your career.

Most people go into sales because they associate the profession with the ability to reap rewards according to the personal effort they put into their job. Sales people are important people - the individual can make a vital difference to the performance of an organisation and generally good companies reward this effort with money or status or promotion opportunities – because as a renowned sales director once famously said, "We need for the best people in the business to be in our front line because their performance has a direct bearing on our bottom line!"

Ask any sales recruitment

consultant and they will tell you - all types of people with different characters, educational and social backgrounds succeed in selling; if you're not sure if you can or want to be one of them, then a great way to gather opinion on your character, abilities and chances can be gained by speaking with a professional sales recruitment company. They should take time to speak with you, assess your character and motivations and tell you honestly whether you have got what it takes to succeed.

And here's a tip. The best sales recruitment consultants (and there are of course other kinds) didn't start out in life one day deciding to become sales recruitment consultants. The best of them began as sales people themselves. As a consequence the best sales recruitment consultants in the business are quick to spot the professional sales potential in others.

A sales recruitment company is without doubt the best route to take if you think you have it in you to become a good sales person.