

Career profile

Business



A research on a Salesperson Career Select an Occupation (preferably one of your Top Ten Strong Occupations) That You Are Interested In Researching Further

In this research, I will use the occupation of a salesperson to carry out my research. The occupation covers sales agents, sales managers, and sales representatives.

(National Center for O*NET Development)

2) Job Description / Nature of the Work

For sales agents, they have a responsibility of selling financial services such as loans, tax, and securities counseling to clients of financial institutions as business establishments. For sales representatives, they have a responsibility of selling goods for manufactures where scientific knowledge is required in the field of chemistry, biology, engineering, and electronics.

(National Center for O*NET Development, 41-3031. 02 - Sales Agents, Financial Services)

3) Education, Training, and Skills which are needed and/or beneficial

Knowledge of principles for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction

Knowledge of principles and methods for showing, promoting, and selling products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.

(National Center for O*NET Development, 41-4011. 00 - Sales

Representatives, Wholesale and Manufacturing, Technical and Scientific Products)

4) Working Conditions

<https://assignbuster.com/career-profile/>

Describe the job's hours, travel, pressure, deadlines, team or individual work, work from home or office, community involvement, etc.

Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.

Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.

The salesperson should identify complex problems and review related information to develop and evaluate options and implement solutions.

(National Center for O*NET Development, 41-3031. 02 - Sales Agents, Financial Services)

5) Location of Jobs

Are there particular cities or areas of the country where jobs are more prevalent? Is there an industry hub?

Most of the offices that use salespersons to sell their products are located in cities where they can easily get market their goods. They have chain stores in these cities whereby they use a coordinated system of management.

(National Center for O*NET Development, 41-3031. 02 - Sales Agents, Financial Services)

6) Salary Range

Please identify both the national average and the range for the city or cities where you are interested in working.

National Average: \$265 per month

Location Specific (city / salary range): \$300 per month in a city like New

<https://assignbuster.com/career-profile/>

York.

(National Center for O*NET Development, 41-4011. 00 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products)

7) Number of Jobs Available

How many individuals are employed in this or similar positions?

Response: Number currently employed- 97, 600

(National Center for O*NET Development, 41-4011. 00 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products)

8) Job Outlook / Projected Future Growth of the Job

Response: Projected job openings (2012-2022) 111, 800

(National Center for O*NET Development, 41-3099. 00 - Sales Representatives, Services, All Other)

9) Identify 5 Potential Employers

1) Energy Brokers Ltd

2) Website: [www. energybrokersltd. com](http://www.energybrokersltd.com)

3) New York

4) Industry: Energy

(National Center for O*NET Development, 41-3099. 00 - Sales Representatives, Services, All Other)

10) Identify 3 Related Professional Organizations

1) Total Company

2) Kenol Company

11) Reflection Questions-

How does the occupation that you researched fit (or not!) with your self-

<https://assignbuster.com/career-profile/>

assessment?

The occupation fits my assessment since all the requirements needed are achievable. The salary offered is also motivating.

Does the occupation appeal to you, and is it one that you would consider pursuing? Why or why not?

The occupation is appealing to me since all the academic requirements involved are in the scope of my course. I would therefore find it interesting to work with a company that would offer me such an opportunity.

Work cited

National Center for O*NET Development. Find Occupations. 2014. Web. February 3, 2015. <http://www.onetonline.org/find/>