

Describe an instance
when you found
yourself in a
leadership
position. discuss
you...

[Business](#), [Management](#)



ID Lecturer Describe an instance when you found yourself in a leadership position. Discuss your contributions to the situation and what you learned about yourself.

Being in a position of leadership is always a good proposition, especially when someone wants to excel in a given field. According to my work experience, I became the Head of Sales department in an organization in the year 2005. There were around 25 individuals working under my aegis who were essentially the Sales Managers. Indeed this was one huge responsibility that was on my shoulders. We had the biggest contribution in terms of sales that the group had assumed at that time. During some specific months, we increased the volume of sales up to 300% as compared to the months that had gone by in the past. Since the profits poured in big numbers, we received heavy bonuses from the company authorities which were shared amongst all the Sales Managers and myself.

This was a time when I learned a great deal about my own self. I determined that to be on the top most position is not an easy job at all. One needs to be patient and confident all the time so that his leadership position remains intact. One needed to communicate, listen to and comprehend other people so as to become an important leader. A leader is one who can solve problems, no matter these being of a very minute level as well. However, my hard work and commitment to the leadership role paid dividends in the long run. In the end, I will summarize that the leadership position comes with its own merits and demerits. It is responsibility of people, the company and for one's own self, which I learned with the passage of time.