

Smart goals

[Business](#)



Smart Goals Affiliation Personal Career Action Plan The Job: Sales Manager

Design: Develop 5 Smart Goals I intend to attain towards being an

exceptional Sales Manager: Describe each goal through the S. M. A. R. T analysis.

General Goal: Become a sales manager by December 2016

Smart Goals

Goal 1

Smart Goal: I would like to increase my skills and experience in sales and being a sales person.

Measurable: I want to gain the required expertise and expertise by working in a sales agency.

Attainable: I will work for other established sales agency to acquire necessary skills and expertise.

Realistic: I will work for part time basis and later for permanent terms in already successful sales agencies

Timely: I will begin at the end of my semester during school break

Goal 2

Smart goal: I would like to acquire the require skills in being a sales agent and team leader

Measurable: I want to have the best effective skills in sales and team management

Attainable: I will seek attachment in a sales oriented institution in order to acquire required management skills.

Realistic: I will work in the company for a full time basis in the attachment period, but then seek alternative employment in a related company for a full employment basis.

<https://assignbuster.com/smart-goals-essay-samples/>

Timely: I will begin at the beginning of my final semester in school

Goal 3

Smart goal: I want to acquire the required sales management skills to develop exceptional operational strategies

Measurable: I want to implement the most effective sales and management strategies in my career line.

Attainable: I will take part in sales research project to analyze the professional requirements towards being a sales manager.

Realistic: I will occasionally take part in research projects regardless of my professional obligations

Timely: I will begin taking part in research projects immediately

Goal 4

Smart Goal: To understand sales trends and client preferences

Measurable: I want to understand what it takes to impress the professional's target market

Attainable: I will research successful companies in the industries to understand their strategies in understanding the desired market trends

Realistic: I will research the trend in the industry to understand desired services by the target market

Timely: I will begin take part immediately and all through my career line

Goal 5

Smart: To understand basic management requirements

Measurable: I want to be a successful business manager in a sales agency or organization

Attainable: I will consult with other students or professionals in the field to understand basic requirements to head a sales organization.

Realistic: I will research already successful manager in the business field or sales management field.

Timely: I will research the requirements and seek consultations immediately