



# Career Report for 11th or 12th Commerce without Maths

*Sanjay Khimesara*

Report Prepared for

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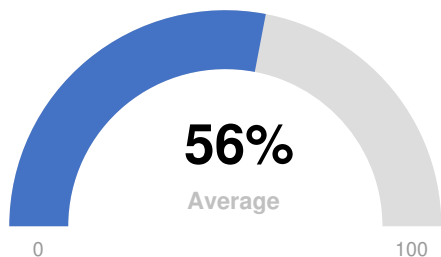
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## Career Path: Professional Sales

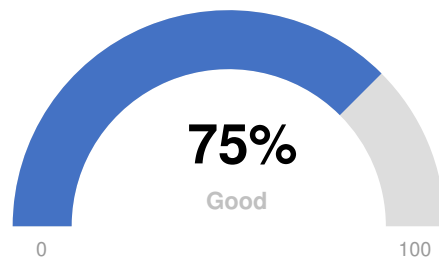
**Occupations** :Sales Manager;Business Development Officer;Marketing Manager;Product Manager;Sales Representative;Retail Sales Person;Public Relationship Officer;Promotional Manager;Brand Development Manager;Institutional Sales Officer;Area Manager



**Suitability Meter**



**Psychometric Score**



**Skills & Abilities**

### Scenarios

1. **Optional** - You have adequate interest level and Skills & Abilities to pursue this career path. However, this can be pursued if you are not pursuing your Top choice or Good Choice.

## Work Nature

### About Career

**Can easily convince others? Do you enjoy high paced environments? Do like selling an idea or concept? If yes, you should consider exploring the career option of professional sales.**

A professional sale is a business function where the sales manager is responsible for the selling of products or services by implementing sales plans.

They need to understand the company's overall goal, products and services and align their tasks accordingly to achieve desired results. A professional sale is a core business function across the industry.

**Example:** Steve Keating, Trish Bertuzzi, Daniel Pink, Tony Hughes, Ian Moyse, Jeff Shore, and Brian G. Burns are some top influential sales professionals in the world.

### Work Nature

- A salesperson needs to meet or exceed the sales target.
- Give presentations to prospects.
- Prepare weekly or monthly sales report (MIS).
- Establish and maintain interpersonal relationships with others.
- Develop and build a sales team.
- Identify the developmental needs of the team and mentoring or helping them to improve their knowledge or skills.
- Prepare and share a business proposal with the client.
- Negotiate all contracts with prospective clients.





# Career Path Analysis

## Key Skills

- Sales and Marketing
- Customer support
- Customers Relationship Management
- Communication Skills

## Your Career Path Analysis : Professional Sales

The **Career Path Analysis** contains four important parameters to have a better insight into the most suitable career path. These factors are fees for studying the primary courses needed for this career, demand for the skills in this career path, salary offered, level of preparation required on your part to pursue this career.

1.	<b>Fees</b>		High
2.	<b>Demand</b>		High
3.	<b>Salary</b>		High
4.	<b>Level Of Preparation</b>		Medium

# Career Navigator

## Career Navigator

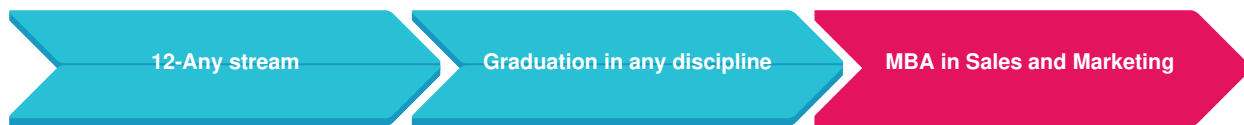
### Career Navigator 1

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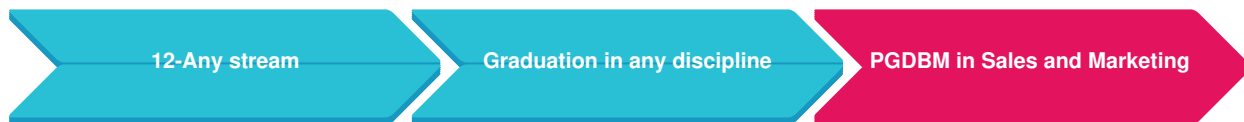
### Career Navigator 2

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### Career Navigator 3

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## Career Analysis

### Career Analysis - Positive (+)

- You mostly collect and trust the information that is presented in a detailed and sequential manner.
  - You are a highly observant person who learns best from practice.
  - You solve problems by working through facts until you understand the problem.
  - You mostly believe on factual information or past experiences.
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- You enjoy creative activities.
  - You encourage originality and use of imagination in a flexible.
  - You seek opportunities for self-expression through artistic creation.
  - You enjoy participating in social activities, helping, training or counselling others.
  - You like to work with people.
  - You like to solve problems through discussions and utilize interpersonal skills.
  - You like activities that require to persuade others and leadership roles.
  - You generally enjoy starting your own business, promoting ideas and managing people.
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- Your Career motivators are Continuous Learning, High Paced Environment, Structured work environment, Creativity, Social Service

## GAP Analysis

### GAP Analysis - Negative (-)

- You are quiet, reserved and like to spend your time alone. This profile demands, you should be more extrovert person.
- Your interest to involve in creative activities are lesser than required. You need to work on building your creative or artistic profile.
- Your interest to involve in social activities, cooperation and work with people are lesser than required. You need to work on this.
- Your interest to involve in leadership roles, persuade and convince others are lesser than required. You need to develop your people managing skills.

## Skills and Abilities Analysis

### Your skill and abilities strength

- Your Numerical Ability are Good
- Your Logical Ability are Good
- Your Verbal Ability are Good
- Your Spatial & Visualization Ability are Good
- Your Leadership & Decision making skills are Good
- Your Social & Co-operation Skills are Good

### Your skill and abilities need to be developed

- Your Administrative and Organizing Skills need development
- Your Mechanical Abilities need development

## Report Activation

**We have Shortlisted 6 Top Career Paths and 14 Good Career Paths for you with Execution plan. Activate your Report NOW.**

- 25+ Pages Career Report
- Detailed Execution Plan
- Career Analysis across 3000+ Occupations
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