

Becoming a Sales Manager

Modul number: BMSW4001

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ACE TERM 1 G2

Assignment Part 1

- **Discover and analyze yourself**



- WHO YOU ARE?
- WHERE YOU WANT TO GO?
- AND WHAT YOU WANT TO BE?
- **‘Personal effectiveness is a precondition of professional excellence’ (Tomlinson, 2004)**

SWOT ANALYSIS

Strengths

- Different work experience
- Precision
- Good Communication with new people
- Decision making in difficult situation

Weaknesses

- Limited Education
- Distraction
- Build writhing skills

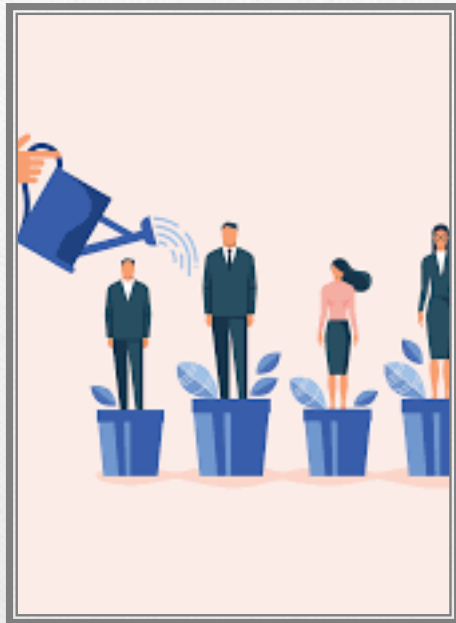
Opportunities

- Ability to move
- Positive and correct attitude
- Flexibility over time
- Adequacy in any situation

Threats

- Character Mismatch
- Defend my point of view

CAREER DEVELOPMENT



What is career development?



How does career development works?



Factors that impact career development.



**-Your own Qualities
Assets**

-Financial



**- Financial Assets
- Age**

I want a career as a manager – what are my alternatives?

- -To understand the goals that must be accomplished
- - To be able to create and maintain a plan for achieving these objectives-
- - Ascertain that all team members understand the requirements
- - Track progress
- - To Make moves rapidly if there is a few issues.

Skills and Knowledge

- Great verbal communications skills
 - Customer service skills
 - Leadership skills
- Business management skills
- The ability to accept criticism and work well under pressure



Common Manager Interview

- Questions about Employees
 - Questions about Yourself
 - Questions about Management.
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- What do you expect from a manager?
 - What strategies would you use to motivate your teams?
 - Why should we hire you?

TOP TIPS FOR KEEPING YOUR JOB!



- **Do your Job!**
- **Never say “that’s not my job”**
- **Pretend to yourself that you are part-owner of the company.**
- **Manage expectations.**
- **Know your job and where to get information.**

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