

Individual presentation

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Introduction

Academic and employability skill sets are most relevant in the case of establishing insightful knowledge

There will be selected for sales manager as the job role and as the intended career for this report.



SWOT Analysis- Strengths

- Based on my intended career, I possess' strong *communication skill and team collaboration skill* set that I think will be my strengths that tend to define the condition for my future career expansion.
- It also coordinates in incorporating versatility and unique ideas for the products and the services (Acquirent, 2019).
- In addition to that, there is also the involvement of ***emotional intelligence*** in association with the communication skill sets that helps in raising awareness and better control (Helpguide, 2021).



Weaknesses

- In the weaknesses, I used to possess lower analytical knowledge and poor interpersonal skill sets that will be required in pursuing my career in the sales field.
- In the context of sales manager as the future interest for my career, I usually should look into the matter of such skills that as a result will help me to extend my career in the sales field.
- There is a need for analytical skills in the sales manager roles as it helps them to receive greater information about the company's product and the services that guide the sales operations and make smart and quick decisions (Dilmegani, 2021).

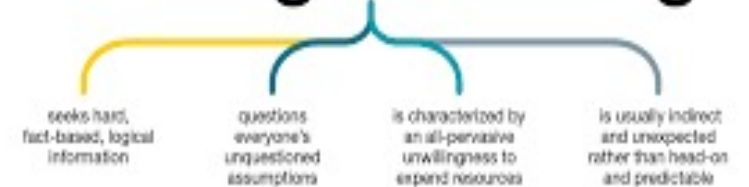


Opportunities

- My strategic thinking ideas and skillset and planning management ideas will lead to creating greater opportunities in the sales field thus providing greater sustainability in the business process.
- The sales process in the job role of the manager will be able to help me to pursue my career in the business and also coordinate an effective operation.
- The strategic thinking skill set is considered as an added advantage for the sales professionals like the manager as it will help in making quick decision making and greater productivity (Collaborat, 2021).

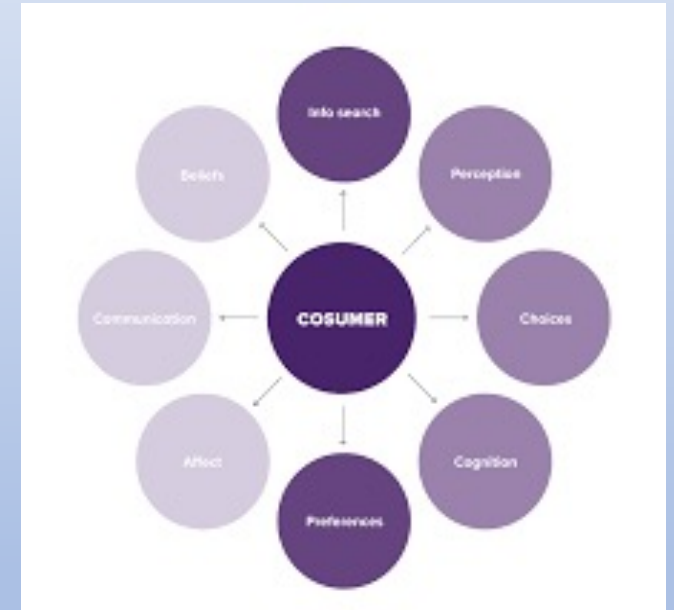
The 4 rules of strategic thinking

Strategic thinking



Threats

- In the context of the sales process, my poor knowledge about the data analytics skill leads to create a threat in managing potential customers and also in forecasting the sales report for the business.
- Lower knowledge about the sales idea that is mainly based on the data analysis will create an adverse impact on the sales operations.
- On the contrary, the forecasting sales process will help me to forecast the customer behavior and leads to determine the relevance for the sales activity.
- The sales manager needs to possess data analytics in the sales process thus leading to significant identification for the customer behaviors and able to create demand for the customers



Time management tools

- The time management tools that are associated with operating business processes involve *calendars*, *note-taking software*, *time tracker*, and other management applications that bring up the establishment of the work process.
- These tools are helpful as they can manage time properly and able to increase productivity.
- In addition to that, the time management tools help in the completion of tasks (Corporatefinance, 2021).



PDP (Personal Development Plan)

Objective	Actions/Implementation	Purpose	Duration
To improve my technical and analytical skillset	The actions that are taken in the case of developing analytical skillset can be improved by the involvement of the training programs on business strategies and also by gaining insightful facts about the sales process that able to incorporate new ideas and strategies. In addition to that, analytical skills can also be improved by the means of online tutorials and seminars for sales management.	The purpose of the technical knowledge in the sales process involves better flexibility in the sales operations and coordinates effective solutions for the different sales activities. The development of technical skill sets that are associated with the sales and the marketing field helps in establishing operational profitability.	8-10 months
To develop interpersonal skills such as active listening	The active listening skill set that is possessed as the interpersonal skills can be improved by the means of engaging more in business projects and paying full attention to every detail before the work process. This can be enacted as action by the initiation of full concentration in the work and managing all the activities before the sales process. With the development of interpersonal skills like active listening, there is a build-up of the effective sales process that helps in focusing on the sales process.	Active listening skill set in the sales process will help to establish greater support for the sales operations by coordinating an effective way for the sales process. This skill set helps the managers to understand the relevance of the sales process and helps in developing the sales operations.	6-7 months
To develop the concept for data analytics in sales forecasting	In the context of a skill set like data analytics, I will be able to improve my knowledge about the data analysis and the sales forecasting method by engaging more insightful facts about the sales process by learning from different business tutorials and business project-based works. Data analytics that involves forecasting for the customer sales behavior helps in maintaining an operational activity is determined in the business process.	Sales data analytics is a relevant aspect that is involved in the business process and in the role of sales professionals to set data and trends for the customers able to implement better sales performance. The ability of forecasting goals and initiate a sales strategy in the business process helps in satisfying the customer. As a result of incorporating data analytics, I will be able to improve my prediction for the customer base establishment and develops an effective strategy for sales target that as a result will be able to improve the long-term goals for the sales process.	10-12 months

Conclusion

There is a discussion about the conditions for my intended career in future development along with the skill set.

In this individual presentation, there is the implication of tools and models like the SWOT analysis



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THANK YOU