Like Driving a Car Activity

Sales

# Communication

Many of my students have a difficult time reaching out to strangers, especially people in a position of authority (business owners, marketing managers, etc.) and having a casual conversation. The prospect of these conversations is a source of anxiety for them. Like driving a car, the more you do it, the more comfortable it becomes and eventually you don’t even think about it.

# Organization

File management is also a learned skill. Many of my students struggle with developing a system that will allow them to find particular files, emails, or other work-related elements efficiently.

# Time Management

Time management is critical in sales and it’s a skill that we definitely take for granted. It’s important that you’re to be where you say you’re going to be and do what you say you’re going to do, on time. It’s about providing accurate projections on timelines and being realistic about how much you can accomplish in a day.

# Project Management

Another fact that we in sales take for granted is taking on the responsibility for the successful completion of any project associated with one of our clients. This requires some skill in terms of interpersonal relationships, in addition to sprinklings of all of the above skills combined. We need to make sure projects are completed to a high standard, on time, and meet client expectations… and when that doesn’t happen… to take responsibility for it, no matter the reason for the mistake.