

**My work placement with...**



**occupation**  
**sales**  
**representative**



**PROFESSIONAL SKILLS REQUIRED  
TO BE A SALES REPRESENTATIVE.  
you have to be :**



a good communicator and  
a persuasive talker



a good listener

You have to

# SKILLS



your products

know your products or services



compare



to be able to compare them with other products or services



## You have to



reach  
customers  
over the  
phone

and through  
letter-writing  
efforts



convince the customer



be reliable in any case



gain experience to improve  
sales techniques

You have to

# SKILLS



be trustful



be part of a team



# SALARY

AS A SALES REPRESENTATIVE YOU GET :

Flywheel & Driftwood			
<b>W A McGonagle</b>			
Pay Period	W9		
Pay Date	1-Jun-07		
Pay Type	Weekly		
Payment Method	Bank Transfer		
Works Number	1234R		
Department	Works		
Tax Code	522L		
NI Number	EW 43 65 43 A		
NI Table Letter	A		
<b>Payments</b>			
Description	Hours	Rate	Amount
Rate 1	37.00	10.00	370.00
Total Hourly Pay			370.00
Basic pay			50.00
<b>Total Payments</b>			<b>420.00</b>
<b>Deductions</b>			
Income Tax			65.27
National Insurance			75.20
Pension Contributions			19.80
Student Loan Repayment			11.80
New Taxable Deductions			48.00
<b>Total Deductions</b>			<b>161.42</b>
<b>Year to Date</b>			
Taxable Gross Pay			2864.00
Income Tax			386.10
Employee NIC			249.04
Employer NIC			268.79
<b>Net Pay</b>			<b>258.58</b>



a low salary

payslip

## BUT



as a compensation :  
good commissions  
sales or large bonus

# DISADVANTAGES OF THE JOB



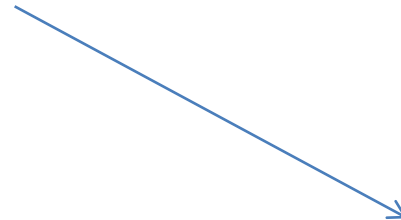
you are always on the road  
away on business



away from home



feeling of  
loneliness



# Are you fit for the job ! Here are some ads for you

**WANTED**  
**Sales Representative**

کراچی FMCG ڈسٹریبلوٹرز کیلبریشن آرڈرنگ کا 3-7 سالہ تجربہ اور اعلیٰ مہارت۔ عمر 23-27 سال۔ کم از کم انٹرمیڈیٹ، ذاتی موبائلنگ، تعلیم اور تجربہ کی کل گنتیات کے ساتھ 22 ڈوریٹک دستاویزیں

**H.R.** منیجر کسول انٹرپرائز (پرائیویٹ) لمیٹڈ - 2۔ نیگل روڈ لاہور



**NOW HIRING** Apply Now

**Walk-ins WELCOME**

COME IN ON EITHER DAY FOR YOUR FACE-TO-FACE INTERVIEW

**NO EXPERIENCE WANTED OR NEEDED!**

**REQUIRED**

**SALE REPRESENTATIVES / MEDICAL REPRESENTATIVES**

required by a leading medical & surgical goods distributor. Science graduates with relevant work experience must be able to join immediately.

Email your CV at [jobs@orientmed.org](mailto:jobs@orientmed.org)

**CAREER OPPORTUNITIES**

- ACCOUNTANT:** Five years well experienced in operations of Tally ERP Quick Book softwares.
- ACCOUNTANT ASST. :** Well Experienced in operations of Tally ERP & Quick Book softwares.
- INSTITUTION SALES & MARKETING OFFICER:** Good knowledge of ice cream & frozen products.
- SALES REPRESENTATIVE:** Male/Female crew members required for outlets.

23-C, Main 26th Street, 4th Floor, Tauheed Commercial Area, Phase V DHA Karachi, Email: [jobs@jofagroup.com](mailto:jobs@jofagroup.com)

**Khaadi** Customer Sales Representative

As part of our expansion plan, Khaadi requires *presentable and energetic Customer Sales Representative* (sales staff) for our retail outlet located in **Islamabad** with the following qualifications:

- Minimum Intermediate
- Fluency in English

Candidates who are energetic and have a passion for growth are encouraged to apply at [jobs@khaadi.com](mailto:jobs@khaadi.com) with a complete CV/Resume and a passport size photograph. CVs sent directly to our shops will NOT be entertained. Females are encouraged to apply.

**WABCO**

WABCO (ذرائع) is wereldwijd één van de toonaangevende leveranciers van elektronische rem-, stabiliteits-, achtere- en transmissieoplossingen voor trucks, trailers en bussen. WABCO heeft 9.000 werknemers in 31 landen en een omzet van US\$ 2,2 miljard.

**Sales Leader OE**  
Je staat in voor de verkoop aan OEM klanten (trucks, bussen) en adviseert je team.

**Sales Representative Aftermarket**  
Je onderhoudt je eigen dealemmerwerk en verkoopt nieuwe producten en services.

**Internal Sales Engineer OE**  
Je geeft high level technisch advies aan onze klanten.

Volledige functiebeschrijvingen op [www.searchselection.com](http://www.searchselection.com) (trefwoord Wabco)

Interesse? Mail je CV naar [vandenbergh@searchselection.com](mailto:vandenbergh@searchselection.com), Search & Selection, t.a.v. Franch Vanden Bergh of tel 0436 560.548.



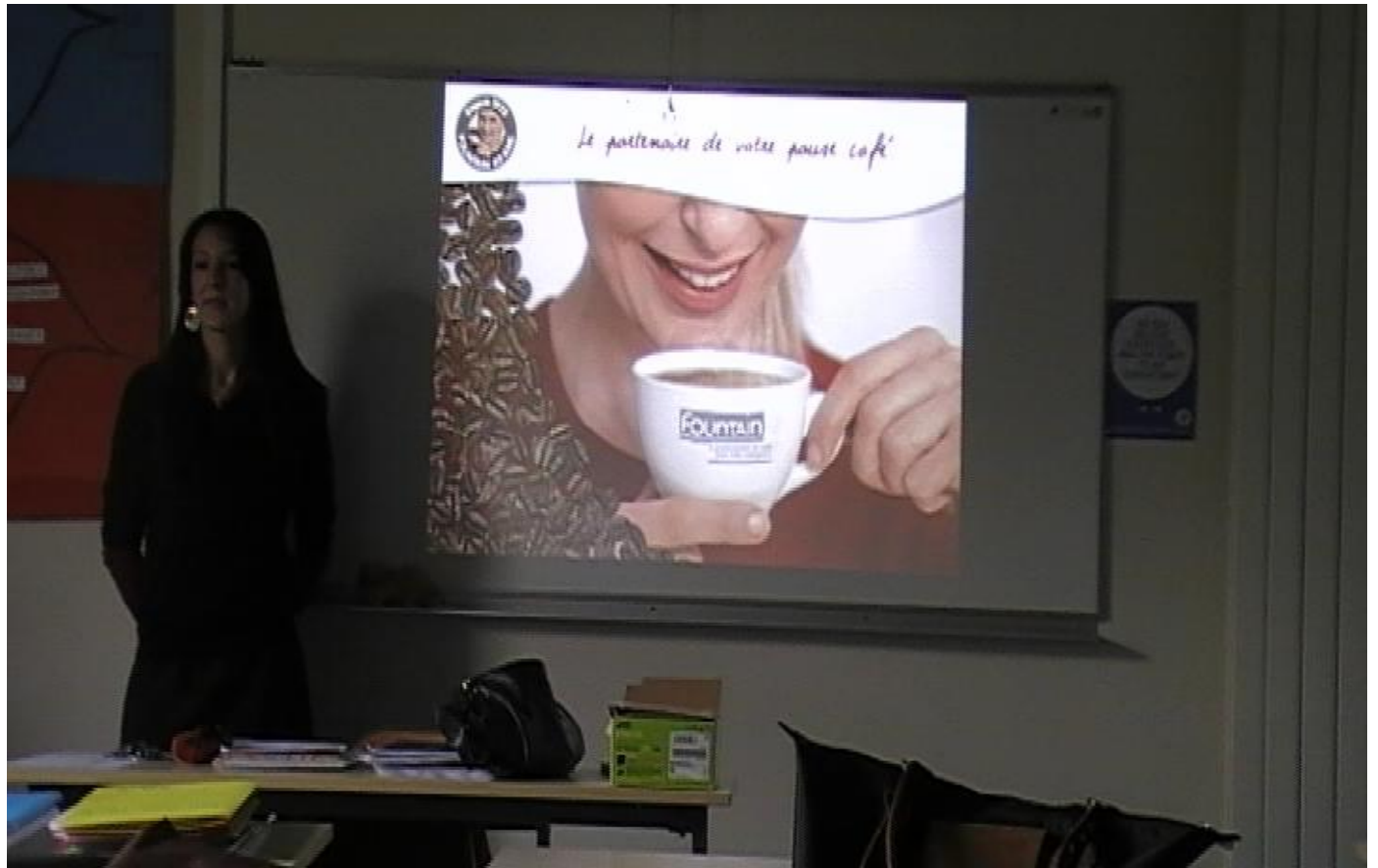
**COMCAST**

JOB: DIRECT SALES REPRESENTATIVE  
LOC: HOUSTON, TX  
TYPE: FULL TIME  
EXP: 1 YEAR

JOB# CM0013 **JSTN**

[WWW.MYJSTN.COM](http://WWW.MYJSTN.COM) **INSIDE COMCAST:**

**comcast.** 23.2 MIL VIDEO CUST., 15.4 MIL INTERNET CUST.  
100,000+ EMPLOYEES NATIONWIDE  
OFFERS MORE CHOICES WITH ON DEMAND, DVR



*Use the following prompts to speak about your work placement.*

<b>THE COMPANY</b>	
<p>I worked for a company called...</p> <p>I worked in a company, in a real estate agency called...</p> <p>I worked as a trainee/an intern.</p> <p>This company is located in...</p> <p>It's a small company. There are only 5 members of staff.</p> <p>It's a big company. There are more than 25 members of staff.</p>	
<b>DURATION OF THE WORK PLACEMENT/INTERNSHIP</b>	
<p>I worked as a trainee in this company for a period of 4 weeks.</p> <p>I worked as a trainee in this company for a month.</p>	
<b>TASKS</b>	
<p>I'd like to describe the tasks I carried out/accomplished.</p> <p>Firstly, I'd like to explain to you what my job consisted of.</p> <p>I was in charge of...</p> <p>I was responsible for...</p> <p>I had to deal with...</p>	
<b>DIFFICULTIES</b>	<b>POSITIVE ASPECTS</b>
<p>To start with, I found it difficult to ...</p> <p>It was hard for me to...</p> <p>I had trouble with...</p>	<p>I managed to overcome my problems with the telephone</p> <p>I am glad I overcame my difficulties in phoning, dealing with customers...</p> <p>It gave the opportunity to...</p> <p>I am better at...</p>
<b>MY SKILLS</b>	
<p>I can...    I know how to...    I am able to...    I am capable of...</p>	
<b>MY COLLEAGUES</b>	
<p>I got on very well with...</p> <p>I think I am a team player and a good listener.</p> <p>My mentor was very helpful and understanding.</p> <p>The members of staff were generous with their time.</p> <p>They trusted me.</p> <p>They treated me as an adult.</p>	
<b>BENEFITS OF THE WORK PLACEMENT</b>	
<p>I've learned new professional skills.</p> <p>I've gained confidence.</p> <p>It's been a great experience.</p> <p>I enjoyed the atmosphere at work.</p> <p>Now I understand what the working world expects from us.</p> <p>This work placement made what I learned at school more relevant.</p>	