



Saleswoman

Dear Jackie

I am a telemarketer for software and printer products for about 3 years. My boss is pushing me out to do field sales. I am hesitant as I lack the confidence. What do you think?

Mimi age 26 right-handed

Dear Mimi

Whether you work inside an office environment to contact potential clients or you go out into the field to meet potential customers, I would not put you into sales in either case.

Apart from the reason that you are in sales to make more money than administration and technical jobs, sales is not suitable for your hands.

First, it is a very tough and stressful job. You will be lucky if your boss or the company does not give you any sales target, collection target and customer prospecting target.

You always need to keep on calling customers (inside sales) and running around to meet clients (outside sales) to hit the target. Your hands are more sensitive than others and therefore you are vulnerable to stress easily.

Whether there is a lack of lead or when pressure is mounting to find more prospects, you find yourself exhausted half the day through. Your energy will be running low by then.

Second, your hands are not comfortable making cold calls. Some hands have thick skin like a buffalo. They are resistant to rejection and fear of failing. You may get better at cold-calling with practice, but each and every time you pick up that phone to find prospects, there are still butterflies in the stomach. The fear of rejection is hard to shake off even though you have been in sales for 3 years now.

However, having said that, I do not see you quitting sales job. On the contrary, you are expanding your role in sales. Although sales are one of the most challenging jobs, it is the most rewarding.

Yes, you can take up the challenge from your boss to do outside sales as you have an important trait in your hands - money motivation. You will do well to do what it takes to close deals to increase your cash flow.

Because you have accumulated a vast amount of sales experiences over the many years to come, you are empowered to sell anything to anybody in the long term.

The only drawback is you may suffer from chronic fatigue and sales burnout in your hands. You need to constantly power up whenever your energy reserves are running low.

Jackie