

Sell or Manage

It is common for sales professionals to have to choose between a sales role and a management role at some point in their careers. Both roles can be rewarding and offer unique challenges and opportunities.

Here are a few things to consider when deciding whether to sell or manage:

1. Your personal strengths and preferences. Consider what you enjoy most about your job and what you are most naturally good at. If you thrive on building relationships and closing deals, a sales role may be a better fit. If you enjoy leading and developing others, a management role may be more appealing.
2. Your long-term career goals. Think about where you see yourself in the future and what type of role will best help you achieve those goals.
3. The company culture and opportunities for advancement. Consider whether the company you work for values and supports the development of sales or management professionals, and whether there are opportunities for advancement in your desired direction.

Ultimately, the decision between a sales role and a management role will depend on your individual strengths, preferences, and career goals.

It may be helpful to speak with colleagues or mentors about their experiences and get their perspectives on which path may be the best fit for you.

Idea Sheets provide quick and actionable suggestions to drive more referrals and sales. Visit www.referralsafe.com/asktra frequently for new additions.