

Getting Your First Sales Role

In any job market, obtaining that first job can often be a challenging task. However, with adequate assistance and specialist knowledge, candidates can obtain those maiden job opportunities. The sales job market is one that is particularly characterized by a large number of vacancies and intense competition between recruitment firms and applicants. One of the reasons why there is so much competition in the sales market is partly because new recruitment firms are constantly entering the market. Another reason is because many graduates and even those who already have some commercial experience in other industrial sectors are looking to begin careers in the sales industry. It should also be mentioned that not all sales roles in the job market are lucrative roles. In fact, many of them have the tendency to be exploitative and sub-standard in nature. This means that such roles offer candidates very little scope for career progress and fulfilment. So the question is how do graduates and graduate calibre individuals secure their first sales job?

One of the keys to making that first career step into the sales industry is adequate sales training. This is because with comprehensive sales training, employers will be more willing to give graduates some employment considerations. However, training is not enough. Candidates still need the specialist knowledge, employment contacts and experience of a graduate selection and sales training agency. Such agencies have a proven potential to expedite and streamline the whole process of obtaining suitable sales roles. Throughout the UK, university graduates and experienced professionals alike have made the sales recruitment field one of the most lucrative in the world. Choosing a good recruiting agency is like selecting a car, meaning it is substantial and needs to run perfectly to keep careers moving along smoothly.

This comes as no surprise when one considers that the clientele base of major recruiting agencies include some of the world's most famous brand names. Also, many of their candidates are presently some of the best-performing sales professionals in the industry today. This success is largely attributable to their fundamental concept of the right attitude. These agencies believe that with the right attitude, there is nothing that cannot be achieved within the field of sales. It should also be highlighted that after agencies have secured a suitable role for their candidates, they continue to provide them with post-recruitment support and guidance beyond the first day of work. Very few recruitment organizations offer their candidates this same type of extensive support and it is important for sales people to find the right agency.

Source: <http://www.articlecircle.com>

About the Author

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