1. Senior Sales Executive

The first job Payscale.com recommends me is senior sales executive. I believe this job is perfectly suits me. Because a senior sales executive needs to process a management background, and I am planning to study for an MBA degree in the future. Also, this job requires strong relationship with people which I believe has always an advantage of me. Moreover, I was the captain of the basketball team in my high school. This experience satisfies the leadership requirement of a sales team. And a excellent senior sales executive needs to be able to analyze sales-related data. As a student who majored in statistics and will transfer to data analytics major, having the ability of summarizing the result of my analysis and presenting helpful strategies to the team may give me an opportunity to have a better salary, even I am satisfied with the basic average salary. In my opinion, the level of satisfaction is more important than the salary. However, being a senior sales executive may strike a balance between job satisfaction and salary. This is because this job has a 80% job satisfaction. Also, the increase of the salary is relatively rapid with the increase of working experience level. Senior sales executive who work in California can earn 20% more than the national average salary. And I want to acquire my graduate degree in California. At last, I don’t think I am a person who can handle pressure very well, senior sales executive has a low job stress of 39%. All in all, I think senior sales executive fits me very much.

(Senior Sales Executives discussing, Photo Source: Inreachdx.com)

1. Key Account Manager

The second job Payscale.com recommends me is key account manager. Only one or a few accounts are needed to be managed by key account manager. Therefore this job satisfied my requirement of low pressure. And this job has a high job satisfaction. However, I don’t think this job suits me. This is because the working content of this job is mainly about communicating with customers and product providers. A key account manager needs to seek maximum benefits between clients and services by bargaining with them, which requiems negotiation ability. And it is not an advantages of mine. Moreover, some actions a key account manager want to take need upper management to approve. However, I prefer a sense of controlling and freedom. Also, I am a person who is not good at making PPT and making speeches. A good key account manager need to capable of making presentations in order to convince clients to make deals. According to the introduction on Payscale.com, strong public speaking skills is also needed. The salary of key account manager fulfills my exception. The increasing speed is about the same with senior sales executive. And the salary level in California and several big cities is above average level. All in all, despite all the advantages, key account managers is not a suitable job for me because of all the skills needed in the working progress.

(Key Account Managers making deals, Photo Source: career.seavus.com)