

# SALES

Sales refers to the exchange of a product, commodity, service or delivery for money. It involves helping prospective clients or customers by listening to them and understanding their needs to find them what they're looking for. Rather than persuading someone to purchase something, selling is focused on meeting the needs of the customer objectively.



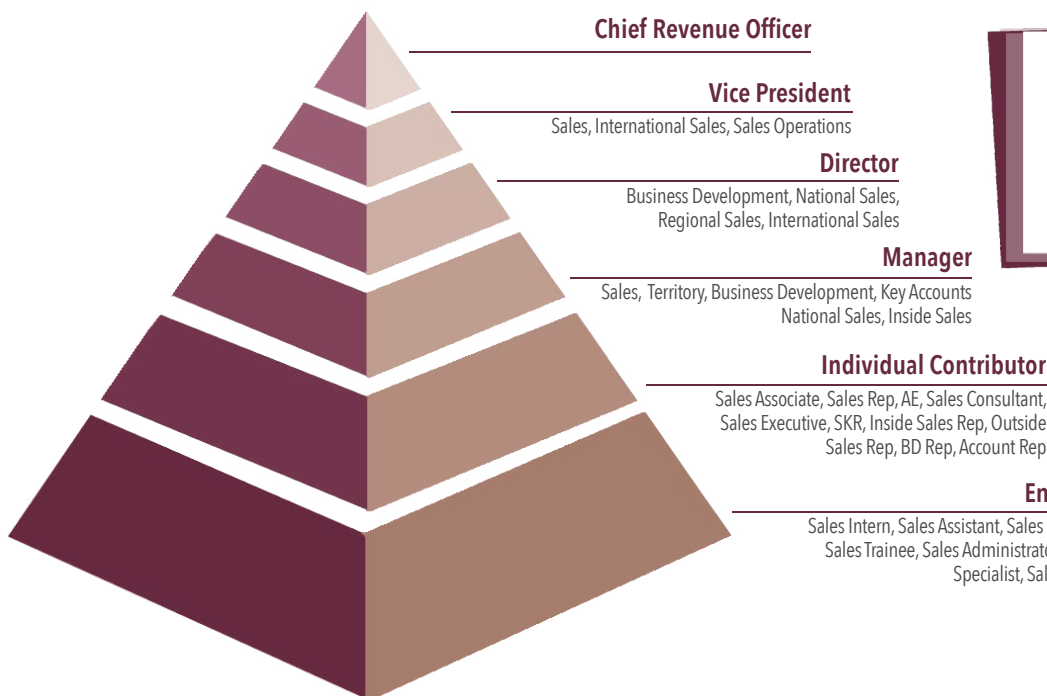
“How you sell is more important than what you sell.”

– Andy Paul  
Global Sales Expert & Author

The most successful salespeople don't behave like salespeople at all. Instead, they partner with their business customers, listening for real problems an organization is having and then offering targeted solutions.

## Representative Industry Occupations

Occupation	Salary Range	Level	Soft Skills
Inside Sales Representative	\$ 22-42 / hour	Entry/Mid-level	Strong communication skills; self-motivated; fast learner
Outside Sales Representative	\$ 23-42 / hour	Entry/Mid-level	Comfortable working alone; able to manage a flexible schedule; autonomy
Sales Development Rep (SDR)	\$ 24-43 / hour	Entry/Mid-level	Comfortable talking on the phone; excellent written & verbal communication
Account Executive	\$ 33-63 / hour	Mid-level	Strong interpersonal skills; resiliency; calm in high-stress situations
Sales Manager	\$ 55-102 / hour	Mid-level	Enjoy managing people & budgets; able to strategize for team



Why consider a sales career?  
Defined career path, potential for high pay, growth opportunities, and ability to transition between industries.

# INDUSTRY IN THE SAN FRANCISCO BAY AREA

## Industries Employing Sales Occupations

Advertising	Manufacturing
Consumer packaged goods	Medical devices
Enterprise software	Pharmaceuticals
Financial services	Real estate
Insurance	

Sales may be for you if you thrive on taking initiative, display integrity and adaptability, and enjoy problem solving. Possessing strong communication skills – speaking, listening, and understanding – is key. A successful salesperson uses these skills to influence others.

## Training

### Certificates / Professional Training

- Data Analytics Professional
- Digital Marketing & e-Commerce Professional
- Miscellaneous Sales / Business Development Skills
- Real Estate Sales
- Salesforce Administrator
- Salesforce Developer
- Social Media Marketing Professional

### Key Sales Skills

- Active listening
- Communication
- Handling objections
- Negotiating
- Presentation skills
- Prospecting
- Research
- Social selling
- Storytelling

## Resources

### Associations / Organizations

- American Association of Inside Sales Professionals (AA-ISP)  
<https://www.aa-isp.org/>
- National Association of Sales Professionals (NASP)  
<https://www.nasp.com/>
- National Association of Women Sales Professionals (NAWSP)  
<https://nawsp.org/>
- National Business Development Association  
<https://nbda.co/>
- National Sales Network  
<https://www.salesnetwork.org/>
- Sales Management Association  
<https://salesmanagement.org/>

### Staffing Firms

- Adecco: <https://adeccousa.com>
- Aerotek: <https://aerotek.com>
- AppleOne: <https://appleone.com>
- Experis/Manpower: <https://experisjobs.us>
- Kelly Services: <https://kellyservices.com>
- Randstad: <https://www.randstadusa.com>
- Robert Half: <https://roberthalf.com>
- Volt Services Group: <https://volt.com>
- West Valley Staffing: <https://westvalley.com>

