

How To Get Promoted In Sales



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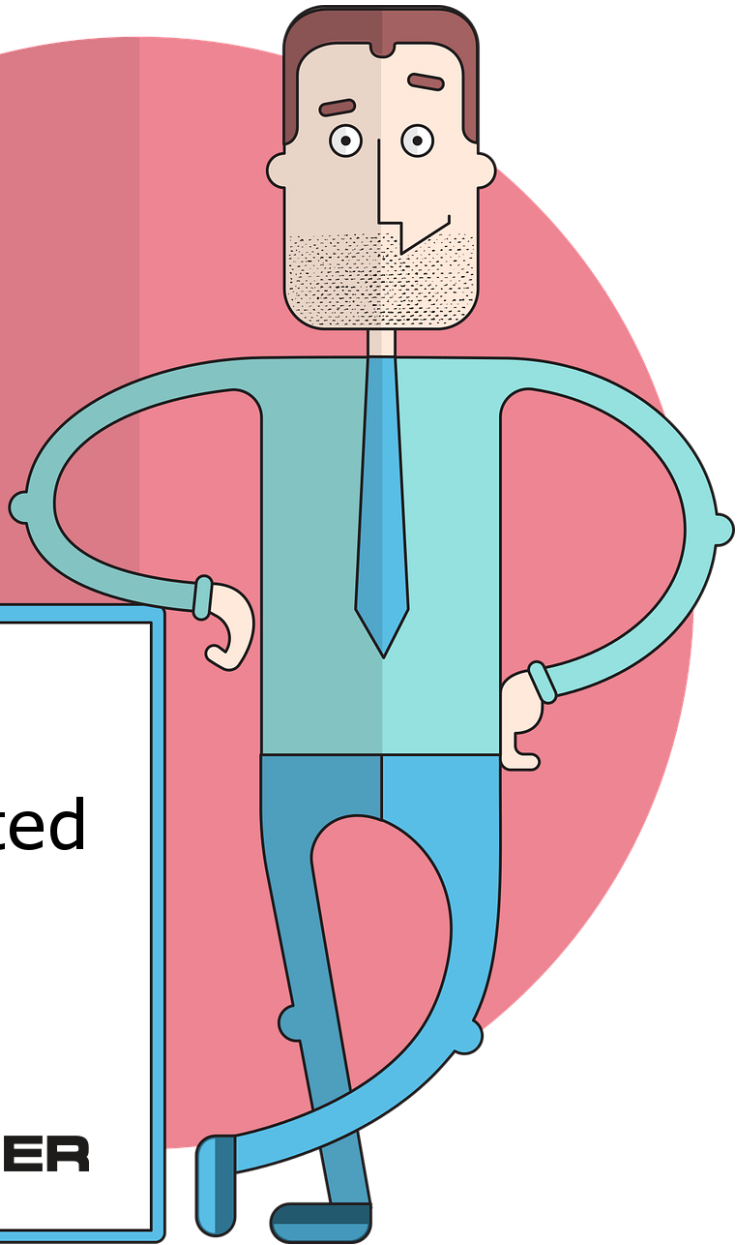


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Introduction

This ultimate guide to success will teach you how to get promoted in sales through four steps: preparing for your future, establish your future, plan your actions, and explore your options.

Knowing how to get promoted in sales is hard. You have to stand out, you have to be the best. You always need to be on your game, you need to add value to a company, and you need to pick up additional projects. We could be here all day brainstorming everything you need to do in order to be considered for a promotion.

Lucky for you, we created an easy-to-read guide, so you can do better things with your time, such as spending quality time with family or selling more to get a larger paycheck. So go ahead, knock yourself out!



Preparing for Your Future

Before you can start achieving great things in this world, you have to know who you are as a person. Without understanding who you are and what you want out of life, you may find yourself very lost later down the line.

This section will help you figure out who you are, what you need to develop to be successful in sales, and how to develop these skills.

EQ

Do you want to impress your co-workers, boss, and hiring manager? Know your strengths and weaknesses. Even better, understand how your specific attributes work in a professional environment.

A great way to start is your emotional intelligence. Otherwise known as EQ, emotional intelligence is one's level of perception with reading other's emotions and acting accordingly.

This skill is extremely important in your career, especially Sales, because it can help you gauge how interested a new lead is in your product or service.

According to PsychCentral, EQ has five main categories: self-awareness, self-regulation, motivation, empathy, and social skills. To improve your overall EQ score and understand how to get promoted in sales, try working on each of these categories independently. This way, once you recalculate your score, it will be dramatically higher than before.



Self-Awareness

Defined as the perception of one's own emotions, beliefs, and personality, self-awareness is the key to understanding your fears, reactions to various situations, and thinking process. The key to being self-aware is knowing how your emotions affect the people around you.

Try paying attention to how the same words can have different meaning simply by changing the tone and undertone of your voice. You can even make this a fun game with your friends and/or family. It's always interesting to note how people interpret the same words in vastly dissimilar ways.

Once you have a solid understanding of who you are and how others perceive you, you can then begin to comprehend why others think the way they do, which in turn will help you grasp how to get promoted in sales.

Self-Regulation

Ever heard of self-regulation? Essentially, self-regulation means one's ability to control his or her emotions, thoughts, and behavior throughout various situations.

So, how would you react? Often times, we do not have control over what happens to us or when, but what we can control is how we react to it.

Are you someone who is easily upset, close-minded, and quick to blame others for mishaps? Or are you someone who is patient, open-minded, and owns his or her actions?

If you are the former, try calming yourself down before communicating poor self-control. If you are the latter, help those around you that struggle with self-control. This way, our communication as a whole improves and all of your EQ scores will go up.



Motivation

In order to have motivation, start with a few clear, specific goals in mind. Having defined goals will help guide and encourage you to keep pursuing your goals, despite obstacles that may arise.

Remember to stay committed and be optimistic about the outcome, and you might be surprised how many more sales you make.

Empathy

Often confused as a synonym for sympathy, empathy focuses on one's ability to identify with another person's feelings whereas sympathy deals with one's ability to feel pity or sadness for another person's misfortune and turmoil.

By understanding why someone reacts in the manner that they do, you will not only become a better communicator, but also have better control over your own behavior and actions. In turn, this will also help you better understand how to get promoted in sales.

Social Skills

Also known as people skills, social skills are simply one's level of perception regarding interpersonal, intercultural, and intrapersonal expertise. As you meet and talk to more people from all around the world, these skills will naturally develop.

As you progress through various life stages, you will inherently combine all your experiences and knowledge to construct who you are and how you view the world. So if your social skills are lacking, you may find difficulty communicating value to prospects or customers.

As you continue to make progress on these attributes – self-awareness, self-regulation, motivation, empathy, and social skills- your EQ score will advance and your friends, family, and client will thank you for it. Additionally, a high EQ score will help you learn how to get promoted in sales.



So, if you are ready to find out your EQ score, [click here](#) to take a free, fun quiz.

MBTI

Knowing your EQ is a great first step, but researchers would argue that your MBTI, or Myers Briggs Type Indicator, is just as important. Essentially, this theory argues that the 7.1 billion on this planet all fall into 16 different types. These personalities are grouped into four categories: Analysts, Diplomats, Sentinels, and Explorers.

The MBTI provides a profile of personality information including your strengths and weaknesses, relationship style, and good career matches.

In addition to an in-depth personality portfolio, the Myers Briggs can even indicate if you are destined for a high, medium, or low income. According to Truity Psychometrics, ESTJ and ENTJ bring in the most with an average of \$76,000. ISFJ and ESFP will earn an average amount, about \$49,000. ISFP and INTP may earn the lowest amount, which is estimated at \$34,000.

Curious for more information on MBTI? [Click here](#) if you want to find out your MBTI.

Key Characteristics to Understand

Before getting hired, hiring managers usually ask questions to find out if you're coachable. After getting hired, you most likely work hard to make a good impression. But after a few weeks, you internalize that you have worked hard and now it's time to reap the benefits. Don't get me wrong, that paycheck deems celebration, but the last thing you want to do is lose it, right? Coachability is a skill that is gained as easily as it is lost.

To prevent yourself from losing this key value, you may proactively have to work at standing out at work. Trust me, no one wants even more



responsibility than the other guy/girl, but this may be the difference between a lateral career and your next promotion.

Whenever your co-workers or boss give you suggestions, internalize it and identify ways to integrate the advice into your life. You will thank yourself later.

Speaking of key values, we might as well start expanding the lost list of skills that will assist you in knowing how to get promoted in sales. So, next up on the list.... charisma.

Charisma

According to Merriam-Webster, charisma can be defined as a special kind of appeal, usually indicated as charm, which encourages a flock of people. Charisma is a personality trait that is most often thought of as a requirement in sales. Why?

Because it inspires a fun-personable relationship to initiate between the client and the sales representative. Without this highly valued characteristic, you may struggle trying to build a relationship with your client. If you are interested in learning how to hone this skill more, then check out this really cool site that offers some tips.

Dedication

The definition of dedication is a sense of support for someone or something, according to Merriam-Webster. Often referred to as an intense exertion of loyalty, dedication can make or break your success in sales. The level of success in sales is usually measured by one's ability to bounce back from large amounts of rejection.

For example, you cold called 40 people and every single person said, "No!" If you aren't dedicated to sales, then this could be a huge blow to your ego. By having dedication, you will find not making a sell not so bad and closing a deal so much more fun. If you want to learn more about how to get promoted in sales, [click here](#) to read more tips on dedication.

Humility



Merriam-Webster defines humility as a state, in which you are not proud. In sales, you need humility to view a situation from all different perspectives, to listen and understand your customers, and to be self-aware of one's emotions, actions, and thoughts. Humility, also, allows you to build a personal connection with prospects, making you more trustworthy and believable.

As the most important key value, humility may be easy to comprehend but difficult to implement. If you still need help, read an article about the importance of humility [here](#).

Passion

And last but not least we have passion. Just like charisma, people flock whenever they encounter passion because of the pure emotion full of love for something a person truly believes in with all of their energy. For the most part, people want others to be just as happy as they are.

So if you can witness someone discovering or engaging with something they are passionate about, it's truly an emotional intensive and heart driven sight. As a result, you find people flocking to them and wanting to join the party.

By selling something you are really passionate about, naturally you will inspire others to learn about it. And guess what? Looks like you just got some more leads in the process and mastered how to get a promoted in sales.

Training Programs

After you know who you are, the tools to be successful in sales, and the basics to how to get promoted in sales, now you can learn how to develop these skills necessary for sales. Sales training, usually offered by your company, can help you hone skills you may not be up to par.

However, there are some outside training programs that can offer additional help. Some are dependent on your industry and product/service



you are selling while others focus more on product and industry knowledge.

Sandler Systems

This in-depth training program for companies allows sales reps and managers to take leadership, sales, and sales management courses. With books, summit lectures, and online courses as training options, Sandler Systems provides a versatile choice with more than 250 locations worldwide. They also have a Sales Magazine, which cost \$2 USD per year, that has access to a wide range of articles from the world's key players.

Dale Carnegie

Based in New York, Dale Carnegie provides solutions for both corporate and individuals. From customer service to communication to personal development, this alternative supplies an assortment of courses and seminars for business professionals looking to improve themselves. In addition to their wide selection of training materials, they also have podcasts, case studies, and articles full of tips and advice.

Medical Sales Career

Tailored for professionals in medical sales, this all inclusive site targets current sales reps, college graduates, and hiring managers with an interest in medical sales. Medical Sales Career offers resume writing help, hiring companies, and interview prep along with training programs and networking opportunities. Their training program is a comparison among Medical Sales College, ATI, and PrepMD with pricing, program length, and a pro con list.

Training Industry

An informative resource, Training Industry is a regularly monitored site full of articles, blogs, and news. With thousands of content for Sales, IT, Content Development, Leadership, and Outsourcing, this website will not disappoint. As long as you don't mind spending some time reading all of their content, Training Industry is perfect for you! If you aren't familiar with industry leaders or as they call it, "movers and shakers," this site will keep you up to date with watchlists.



ALISON

A New World of Certified Learning, Alison Courses, is coined as the largest supplier of online learning. They have an online catalogue of 750 courses ranging from personal development and soft skills to health literacy to financial and economic literacy. In addition to online courses, they also have study groups, tests to check your progress, and a certificate to showcase your newly acquired talent. Even though each certification and diploma does cost money, the information is free to access and learn.



Establishing Your Future

Now that you have figured out who you are, how to engage in personal development, and the basics to how to get promoted in sales, you can now get a jumpstart on a foundation of tools that will help you understand what you want to do next.

Career Maps

Career maps are a great tool to see how you want the next several years of your career path. Often times, career maps include valuable information, such as how do you plan to get to the next level, the steps you need to take to get there and what to do once you reach your goals. Make sure your map also has details about your career life: interests, aspirations, and promotional techniques/methods. The more specific and the more organized the information is on the map, the easier you will be able to visualize how to accomplish your career goals. If your career map needs an update, visit this site to make it sparkle.



Resume

Many people know that having a unique resume is important, but do not know how to ensure that your resume really makes the cut. The sad truth is hiring managers on average only spend a few seconds looking at each resume.



So, if your resume isn't clean, concise, and full of action verbs, then you probably won't be getting an email to set up an interview time. Here's a few tips to make sure your resume is ready for any Sales Hiring Manager and further see how to get promoted in sales.

Numbers, numbers, and more numbers

One thing all Sales Managers value is if their sales reps are not only reaching but also exceeding their quotas. A way Hiring Managers can tell if you would achieve and surpass your quota is if you have already achieved great things in the past, so you have to numerically showcase it.

For example, "saved 30% of the monthly budget" or "exceed quota by over 15% in third quarter." These examples give you numeric values that you can quantify, allowing the hiring manager to measure your quality of success in the past. Therefore, if you don't have numbers showcasing your various skills, which may or may not be applicable to Sales, then you might want to get started right now.

The Dirt is in the Details

According to U.S. News, when viewing your resume, recruiters will ask themselves these three questions: what did you sell, who did you sell to, and how much did you sell. If your resume answers them, then that's another task you've already achieved, as you keep track of the tools of how to get promoted in sales.

What did you sell? You would be surprised by how important industry is to a hiring manager. Imagine if you had two sales reps applying for the same position, one sold cars and the other sold teddy bears. The sales techniques to convince a lead to purchase a car is much different from convincing a parent to buy a teddy bear. Recruiters want to know what you sold to better understand if your experience will make you successful in this next role.

Who did you sell to? Have you sold to children, 40-year business women, or other companies? Similar to what you sell, to whom you sell to also highlights the sales techniques that you have learned. Hiring managers judge within seconds whether or not you're accustomed target demographic is applicable to the next role. While writing your



resume, if you question your background as a good match for the role you are applying for, make sure to fill in the other gaps with volunteer positions, projects, and skills.

How much did you sell? This is the most important question out of all three. Why? Because you can work at one of the world's biggest companies, but if you don't perform, then that's a big red flag to anyone, who may potentially hire you. Resumes are essentially a free pass at bragging rights. So go ahead, brag away!

Forget about that Summary

Don't you remember being told to write a summary or objective statement at the top of your resume? Guess what? Don't! This is a great way to waste space on your resume, in which you could use for more valuable things, like skills, experience, and education.

Instead, try to incorporate your summary statement into your cover letter. This way, the hiring manager still has the opportunity to read the information, and you still have more space on your resume. Sounds like a win-win to me, and you can mark off another task completed in recognizing how to get promoted in sales!

Interview

Sure, a resume can help you get the interview, but the interview is what gets you the job. From appearance to diction to level of confidence, an interview can either seal the deal or become your worst nightmare. Interviews can be extremely nerve wracking, so here are some suggestions to help you stay cool, calm, and collected.

Do Your Research

Sales is all about being the best student because of all the research you have to do. Study your leads. Study the industry. Study your competition. Study key players. Study sales tips. Study how to best sell your product/service.



One way to showcase that you're the best choice in your next job is to showcase your dedication in the interview. How? By studying for the interview. Know the product/service. Know the company. Know the industry. Even know the publications about the industry. Yes, that includes blog articles. You will feel more prepared with all of this information and this research will, in turn, reduce any stress you have about the interview.

Ask for the job

Failing to ask for the job is one of the most common mistakes you can make in an interview, according to Hubspot. If you don't ask for it, then how do hiring managers know you really want it? They don't. If you really want to know how to get promoted in sales, then you can't be shy- go get your job!

Even though it may sound pushy, asking for the role shows how interested you really are in working for that particular company. If you are worried about scaring the hiring manager away, [click here](#) to see 10 different ways to politely ask for the job.

References

In Sales, you can talk all you want, but if you can't walk the walk, then you're out. Before going to the interview, have a list of previous supervisors and clients, who can vouch for your past performance in Sales or a related role.

This way, when you give the hiring manager your resume at the beginning, you can also show a list of contacts he or she can reach out to back up your experience. If you don't have references, then it's time for you to get out there and start networking.

Networking

Did anyone ever tell you about the importance of networking? According to Lou Adler, 85% of critical jobs are obtained through networking. Building your network is one of the most important instruments to knowing how to get promoted in sales. And the best part, it's pretty cheap. Today, there are several well-known online networking tools you can use to



relaunch your career: LinkedIn, Angelist, and Beyond.

LinkedIn

This online networking site focuses on the ability to share personal career information, to reach out to make a new contact, and to look at job postings around the world. Ideally for students or recent college graduates, LinkedIn makes searching for a job and networking a whole lot easier. Once you create an account, you can add anyone you already have listed in your email contacts, or start sending out networking messages to meet new people. If you're already an established professional, it is a great way to contact recruiters if you are interested in changing jobs or making a career change.

AngelList

The center of this website is all about start-ups! If you are interested in working, investing, or raising money for a start-up, then you may want to check out AngelList. In addition, this website offers general information, which provides great background knowledge for prospecting. With over 800,000 companies, you will have lots of different options to choose from based on your target demographic, such as Y Combinator, Female Founders, or even Drones.

Beyond

This unique networking tool allows you to complete an extensive profile with a portfolio, search various companies by location and industry, and the potential to find businesses based on infographics, average salary, and advice from users. You can also look at the talent community to see different industry knowledge, such as Sales, Technology, and Healthcare. Within each talent community, you will have access to jobs in your area, recent articles related to the industry, and a salary predicator, just to name a few. Beyond is great for recruiters at both small and large companies.

Branding

Developing one's personal brand is one step to setting yourself apart from other employees, and one step closer to understanding how to get promoted in sales. There



are a ton of different ways to do this, from maintaining a professional social media presence to building a connection with a mentor.

The best place to start is learning who you are as a person. Mentioned earlier, you can take the Myers Briggs as a fun way to identify your traits, relationship style, and good career matches. If personality quizzes aren't your thing, you can always try asking family and friends for help. People, who you spend time with on a daily basis, will have strong indication of who you are as a person. Hopefully, it's mostly good things!

One fact about Sales that I'm sure gets constantly pushed down your throat... always be self-improving. Your boss may highly recommend you to read the latest best-selling sales book or he/she may expect for you to do this on your own.

Either way, the best way to stay up to date on the most relevant information is to read the news. No, not the updates on the presidential election or Brad and Angelina's divorce, industry news. Knowing any relevant information about the industry that you work in will not only serve as a conversation starter when pursuing leads, but also strategic knowledge that can help you capitalize on trends.



Plan Your Actions

How much am I worth? What do I deserve?

A way to figure out how to get promoted in sales is to ask yourself how much you are worth in terms of professional competence. The goal is to both aspire to growth but also have the intellect to know your limits.

If you realize the threshold you are aiming for is lacking, get busy on filling those gaps.

For example, if you are a perfect fit for a position, but thanks to your experience and seniority, but they request fluency in Spanish and you have an intermediate level, instead of thinking that your skills are enough anyways, sign up for a Spanish course to improve.



The world of work is full of people that would do anything to obtain a promotion, but if your colleague is the one to get the advancement you want, before pointing your finger and call it a favoritism, try to evaluate the position of both of you.

Maybe that person has been waiting for that promotion and they gave it to him/her in order to create a balance that you – with your everything but diplomatic nature – would have never been able to create.



Avoid unpleasant accusations and choose instead to collaborate with the colleague in question: your boss and your new supervisor will appreciate your constructive approach and the next promotion available will be yours.

Productivity

In the corporate culture today, productivity is the key to promotion. Every boss that wants to save cost is forced to look at the numbers. Different are the steps you should take to increase your productivity and add value to the workforce.

At first try to evaluate the desired result. The clearer the result is, the faster is possible to take specific actions.

Secondly consider the actions that must be taken immediately. You could have 10, 15 or even 50 things to work on now but do you know what to do afterwards? Identifying the next action takes only 5 minutes, but usually is something people overlook.

Look at the list of ongoing projects and ask yourself: what do I have to work on? Write it down. After you make your guideline, you should set a timeline for your highest priority tasks and get to work.

The purpose is to know what to do next every time you are working on something.

And thirdly, you should entirely focus on your most important project, until it's complete. Try to quickly solve every problem that comes its way, and your work will be noticed.

There are several tools that you can use to improve your sales performance:

Badger Maps

An app that provides automatic territory management for Field Sales Reps by helping them take action quickly on their customer data on a map to focus in on the best



opportunities. Reps using Badger reduce driving time by 20% and increase the productivity by 25%. Reps use it to automatically optimize schedules and routes to get more meetings and sales.

Wunderlist

An app that helps you organize and share your to-do list with your colleagues, sending you due dates and assigning you to-dos.

Profit Story

A profit calculator that allows you to easily calculate profit margins, markups, suggested sell price and suggested cost price information.

Hubspot Sales

A software to get real time notifications when prospects or customers open your emails. Once you understand that productivity is the key to success, the path you will have to walk to find out how to get promoted in sales will be much clearer.

Ambition at work

Time is a factor you should consider when figuring out how to get promoted in sales. When you work in a company, time helps you understand the pace and the potential needed to successfully fit in in the workplace, to be able later to attempt a promotion as soon as the opportunity arises.

To improve your position, it is therefore important to plan an actual project where you are the one to assess your performance.

You also should bring to the table your aptitudes, competence, specific preparation in some fields and identify possible loopholes in order to close them and enhance your performance and aim high.



Well begun is half done

After assessing your performance plan, there's another step to take in order to be able to understand how to get promoted in sales. To get to the position of asking for a promotion you have to do the time. And with this I mean work hard, well, and make yourself available to your colleagues accepting both advices and criticism.

But this does not involve becoming the doormat of the office: it is one thing to be a professional open to dialogue and critics, and another is to be a "yes man".

Saying always yes and stay longer in the office to work overtime – without getting paid – every day of the week, bringing home work to be done, performing tasks inadequate to your competences and skills without blinking an eye, is not the road that leads you to success. It's the road to failure, find out here why.

Said that, try to be flawless as far as the tasks that concern you. Sacrifice only when it's really necessary, and learn to say a polite but firm "no" when work turns into exploitation.

I work well, therefore I am

If you are good, punctual and you work well, don't be modest or afraid to show your reliability. This way you will never know how to get promoted in sales.

Certainly, like everything, you have to use your common sense and savoir faire, but eating crows when you are better than your colleagues, as well as hurting your physical and mental balance, reduces your performance and the way you behave in the office.

Thus, you might as well want to speak openly with your boss and explain that the last success achieved from your department was the product of an amazing teamwork... Developed starting from an idea that you have presented and managed. Simply tell the truth.

It is true that when you work well everyone sees it, but reminding your boss your contribution it doesn't hurt at all, as well as asking for a promotion when the time is ripe.



Timing and Fairness

It is not easy to capture the perfect moment, the moment when all the wheels of the business's secret mechanism spin in the right direction. There are many forces at work, and if it is true then sometimes it's better to wait. There are cases where it is better to go for it without wavering.

You have to pay attention if you want to take the step: it's important to know how to choose a good time to share ambitions with your manager.

Your annual assessment is a good opportunity. It is essential, however, before advancing any request for professional growth, to know the results achieved and the concrete contributions you made to the company.

Proposing yourself directly for a promotion is recommended especially when you are aware of a vacancy that really interests you. You can come forward even when you have been working for a good amount of time on something and have been underpaid.

Otherwise, it is better to wait, especially if the company has previously shown to recognize the merits and results by offering a promotion without the need to receive a direct request.

Understanding how to get promoted in sales is not as simple as it may seem.

Focus on giving your best in your current position

Receiving good feedbacks on your work is not enough to guarantee you a promotion, even though it's a necessary element.

Other key factors in your path to promotion are punctuality and availability to make extra effort when the company requires it. Read [here](#) the importance of being on time in the workplace.

Show up at work 5 minutes earlier and get off 5 minutes later. Over time, your shift can become a source of extra income, especially if you are the one obtaining the promotion.



Being productive, innovative, passionate and eager to improve certainly helps, but a very driven employee is able to get concrete results.

If you desire a promotion, you also need good organizational skills, since the seniority of a role or a career advancement doesn't give you this trait.

If you really want to recognize the best way on how to get promoted in sales you have to know your own value. Having self-esteem, abilities and experience increase the perception of your value even by your boss.

Most of all, don't forget: to get a promotion you have to go beyond what you are asked. In this way you predict what has to be done and you will do it well.

Make sure everyone knows that you are doing a good job

Of course you don't want to give yourself a big head, but you can't either wait for your merits to speak for yourself.

A good way to know how to get promoted in sales is to keep a good connection with your supervisors and be sure they are updated on your work (especially your recent successes).

Don't be one of those that want to always be at the center of attention. Don't suck up to your boss, but be sure that people know who you are and that your merit are recognized.

Acquire initiative and experience

Another piece of advice that we feel we can give you is to understand what your boss expects of you.

This part is crucial when trying to learn how to get promoted in sales.

We are not asking you to be a visionary but you have to perk your ears and identify the qualities that your managers appreciate in you and try to maintain them constantly to meet his expectations.



But attention to the excesses: bringing work home and stay in the office to work overtime every night don't pay. In this way the risk, in fact, is that colleagues or boss take advantage of your hard work, and put in place a vicious circle, very harmful for you.

Keeping up their expectations does not mean to make compromises or be enslaved. Be aware of what you can offer the company with your hard work, you can be sure that the sooner than you think your efforts will be rewarded.

Part of your effort can be invested, for example, in keeping up to date in your field: read articles related to your industry, compare with your colleagues, demonstrate interest in a refresher course that your company may sponsor you, keep your manager updated on your progress ... you know, be enterprising!

If you really want to know the answer to "how to get promoted in sales" invest on yourself and on your knowledge to become a valuable asset to the company.

Seek Advice

No one can tell you how to get promoted in sales and in the labyrinth of a company, especially for those who recently joined, it is not always clear who to contact and who should be asked questions and requests.

When it comes to promotion, however, things are less obscure than most people realize.

Ambitions must be shared, prior to any other person, with your manager. But it is good to provide, during the periodic meetings with the staff, a picture of your professional expectations, even with the head of human resources.

Find a mentor

Having a solid relationship with a manager of your department or someone above you, can open many doors.

First of all, you will most likely learn many things about the company and the types of positions that may interest you in the future.



In addition, you will have an ally who will be willing to support you when you decide to apply for a new opportunity.

Mentors can't teach you how to get promoted in sales and reach the top. But they can show you anything you need in order to be able to take their position in the future, whenever they will be ready to move forward on their career process or retire.

Plan a winning strategy

Promotions don't happen randomly. The company's management doesn't wake up in the morning and decide that X employees will get promoted.

Career advancements are, in fact, planned in the short and long term based on specific corporate strategies, on reorganization of the workforce, potential discharges and/or on terminations.

The advice then, is to monitor with continuity and attention the internal vacancies.

Always maintain your profile updated at the employee office and apply for positions in line with the experience gained.

In this case it's good form to pay attention to the hierarchy: keep in the loop your direct supervisor that you want to apply for the same open position he/she covers right now, and avoid that he/she finds out from someone else.

Create a new position

If you find a better way to do your current job or you think the company needs a new position, do not be afraid to talk with management.

Because you're the one who has identified this need and, presumably, you're the most qualified person for this position, this opportunity can help you have more responsibility, even if it doesn't turn immediately in a considerable increase of salary.



Creating new positions is a clever way to find out if your company's management is flexible and adapts well to changes. The process that takes to find how to get promoted in sales requires also creativity and an entrepreneurial spirit.

Train your future replacement (Prepare a successor)

It is a common paradox: you're so good at your job that you're indispensable, but you are so essential in your current position that the company may experience problems if you leave that place.

The solution to this problem is to take another employee under your wing and train him in such a way he/she can be ready to take your place if you get the promotion.

Some people are afraid that their pupil will steal their position if they do such a thing. But remember: as long as you are a good employee and continue to develop your knowledge and skills, the only chance you have of losing your current position, is because of a promotion.

Instructing another employee (or a few) also serves to prove that you have managerial skills and are interested in helping other employees to develop theirs.



Explore Your Options

Expanding your knowledge and strengthening your sales skills is a fundamental step in order for you to learn how to get promoted in sales and reach your goal. Participating in sales training courses will help you build the necessary competences to successfully sell, from the identification of the target to the closing of deals. Take a look here at the ultimate sales training guide.

Develop new skills

If you become the best customer service representative of all time, you will be on your way to ... remain an appreciated customer service representative for the rest of your career.

Being good at what you do is not enough; you need to develop marketable skills that prepare you for greater responsibilities.

When you acquire skills and qualifications that go far beyond what is required by your current job, your boss might consider your stay in that position as a waste of talent.



Go to school

If you do not have a degree, go back to studying. If you already have a degree, consider the opportunity to achieve a Masters or apply for a doctorate, but only if one of these qualifications will help you achieve your goals.

Do not go back to school just for the heck of it. Think instead of study programs that can help you in your corporate climb.

Sometimes, finding how to get promoted in sales and getting the position, professional licenses may be much more important than a degree, and sometimes you just need to attend some courses to improve your computer or selling skills.

There is a wide range of educational programs that allow you to attend evening or weekends courses, and there are also various opportunities for self-accredited degrees and online studies.

In addition, your boss could reimburse part of the expenses for your education, so that you can expand your knowledge at no cost.

Learn a second / third language

Due to the increasing globalization of the world in general, more and more companies look for people who can speak different languages.

Learning more than one language also means that you won't need a translator, which can open you the door to international relocations (such as the position of manager of an entire continent instead of a single state or a small town).

Accepted to participate in temporary projects

youngsters in park playing on laptop



Temporary projects are an excellent opportunity to expand your knowledge and your network of contacts with people from other areas of the company.

Many people do not feel comfortable to apply as volunteers for these projects because they may be binding and may force you to get out of your comfort zone. That's the thing.

Go ahead and contribute to additional projects! It will definitely help you figure out how to get promoted in sales.

Volunteer

If your job does not allow you to acquire new knowledge, consider the idea of volunteering for nonprofit organizations.

Large non-profit organizations offer, almost always, many opportunities to learn new things. And even smaller organizations can have suitable projects on which you can work on.

Usually successful non-profit organizations try to assign volunteering positions to individuals who are qualified for the job, but with a little of perseverance, you might find a position that allows you to use your skills and helps you acquire new ones.



Your commitment to the community can definitely be a plus point to get the promotion you want.

Below a couple of websites to help you find volunteer opportunities:

- GoAbroad
- VolunteerMatch
- LearnHowToBecome
- Idealist



Work for a Company that Offers You Opportunities

Trying to understand how to get promoted in sales is a tough job, and the type of company you work for can determine your potential to get promoted. When you apply for a position, search for companies that offer promotion opportunities.

There is no need to work for a huge multinational corporation, even though this kind of organization usually offers more promotion chances.

What you should look for, is a company with enough turnover so that you don't find yourself at a dead end. Preferably, this will be a solid growing company, although a lot of firms, especially the bigger ones, tend to have a cyclical growth.

Get promoted in a company is possible.

Most importantly, if you desire to climb the career ladder, keep in mind it won't arise from apathy, but is supported by the awareness of your achieved goals.

Make sure that the right people know you want a promotion

Don't be scared to speak to your supervisor about your ambitions. Good supervisors often ask you about your goals and will always try to be helpful.

Keep doing a good job in your current position and don't give the idea of being tired of it; at the same time, if you want a certain type of position make sure to let people that make decisions know about it.

Apply for a position within your company

Nowadays, you can't simply wait for your company to offer you a promotion on a silver platter.

It might happen, but in most of the cases, especially in big firms, in order for you to be able to get a promotion, you have to follow the whole course of interviews.



As a result, you usually find yourself having to compete with external candidates.

Apply for the right positions

Don't apply for any position that offers you a higher salary than your current one.

Look for opportunities that really interest you and for which you are qualified.

You don't need to have all of the skills listed in the job description, but you need to show how you can be a really fast learner, who is capable of executing your work correctly.

Take your interview process seriously

All too often internal candidates think they are the first ones to be taken into consideration, but studies show that only 1/3 of the internal candidates get the desired positions, which can be an issue if you are trying how to get promoted in sales.

External candidates can be extremely competitive since they don't have any expectations or certainty. They want that job and they know they have to do their best to obtain it.

Moreover, sometimes companies want to hire new people to bring in new skills or perspectives.

The moral is: don't be accommodating and remember to "sell" yourself as if you would do when applying for any other job.

The above tips on how to get promoted in sales should be followed in order to avoid any rejection when it comes to asking for an advancement. Unfortunately, we can't predict the future and the inconvenience of being passed up on a promotion can occur.

In the next section you'll find some advices to follow in case that happens.



Rejected?

With no doubt, you are going to fall apart when you get rejected on a promotion and don't worry – it's normal.

Unless you are some kind of robot, realizing you didn't get the promotion will be upsetting. The motivation or reasoning won't help; you're going to think you weren't appreciated.



The feeling you go through – astonishment, irritation and failure – can lead you to behave inappropriately or make foolish decisions. In the moment, these feelings may convince you to talk to the wrong people, complain to your boss or worse, quit.

How you handle this situation reflects how ready you are to accept a leadership position in the nearby future.

If you get emotionally involved with the situation, that's ok, just make sure you know what you are going through and explain it to your boss, and not explode. Wait until you have time to understand what is going on and then go speak with your mentor or boss, who can explain you the reasons why you didn't get promoted.

Direct your motivation and dedication for the company into getting useful observations and judgements on how to advance.

Work harder and try again

You can change the negative occurrence into a positive one if you take a step back and look at it from an objective point of view.

Begin by looking for recommendations and ask about the decision-making process. Not only will you discover areas of improvement, but you'll understand how your company's leadership team works.



You'll also need to be genuine with yourself – were you actually ready for a promotion? Could you have done better?

It's not easy to answer those questions objectively. Most people can't. Not obtaining that position will give you an opportunity to fairly assess your skills and career and likely reassess your expectations. In addition, this objective point of view will clarify how to get promoted in sales.

Bad news can turn into good news, even if you don't know how to handle it.

It might be hard to comprehend at first, but the reason why you didn't get the promotion wasn't necessarily about you. Maybe the firm was looking for someone with more experience.

Maybe there was a bigger, long-term plan on the table. Or maybe the candidate you were competing with had more experience. Regardless of the explanation, it's not because your company thinks you are any less valuable.

Usually, there are a lot of other factors involved when dealing with these decisions. If you perform well and regularly reach your goals, you won't need crazy skills or titles.

Not getting promoted isn't the end of the world. After all, it might be helpful to reflect on your capabilities and what your company needs.

Nonetheless, not all the stories end well, but if your firm has respect for you, there will be more chances in the future. Be passionate and work hard to obtain that advancement, even if it takes a little bit more time than expected.

Here's a really interesting article on what not to do after getting passed up on a promotion. .

Open up

Speak to your mentor or supervisor about your concerns. If you don't have someone to talk to, make an effort to find someone who cares about you.



This person may provide you with critical feedback in order for you to close those loopholes. Additionally, an adviser will help you analyze everything you have already achieved.

He/she will also help you formulate the question you want to ask your boss regarding the missed promotion. Once the situation has been assessed with your adviser, you can then talk openly with your boss to better understand his/her opinion and motive.

Never back down

Once you've met with your mentor and boss, now it's time to go to work. Spend some time on your weaknesses with sales training courses, education or new projects.

You have to aim at getting as much as clarifications as possible on your deficiencies and what must occur next in order for you to get the next promotion.

There will be always good and bad days. Tough times are there to prepare you for the next big hill. Don't back down. Success is never far behind.

Think it through

Sometimes the best way to learn how to get promoted in sales is through a defeat. You always learn something useful out of a failure.

The period that follows a career defeat is the perfect time for reconsideration. Reevaluate your current situation, vision, and ambitions to see if they are actually in-line with what you want to pursue.

On occasion, when you are in the middle of pursuing the next career achievement, you can get lost in your overall goals and overlook the reason why you started to follow them in the first place.

This timeframe can be used as a chance to reassess your objectives and seek other job opportunities you may have been contemplating.



If the path you are pursuing is not where you wanted to end up, take into consideration a change in direction. In the event there is a position that interests you more, you already have a career plan for a different path.

Look for another jobs

If, for any reason, you think you're in a bind with a company, it may be time to look for better opportunities elsewhere.

Doing so can be difficult, so even if you feel loyal to your employer, you have to do what is best for you. Otherwise in the long run, your job may cause unhappiness.

Recent polls show that almost 75% of employees are constantly looking for a new job, so don't think you are alone.

If you're doing a great job and receive positive feedback on your performance often, but haven't been promoted, perhaps there is something your manager hasn't told you.

Try asking him or her questions, such as: "Why didn't I get the promotion?" or "What are the qualifications and skills I need in order to get promoted?"

Be charismatic, clever, and kind, but don't forget to get the truth.

This shouldn't be the occasion to complain, but a chance to learn how to get the promotion you want.

Hopefully, after reading this guide, you have a clearer idea on how to get promoted in sales and you will eventually get to that coveted position.



Conclusion

The road to success is always under construction, but if you work hard and smart, you'll be able to stack the bricks together and reach your destination.

This guide sheds light on how salespeople should walk their path to promotion. By now, you should have a better understanding on how to get promoted in sales and how to prepare yourself both professionally and personally before taking the big step and asking for a promotion.

As mentioned above, factors that play a key role are production and efficiency. With Badger, the L'Oréal sales team increased its sales by 20% and reduced the training time by 50%. Managing sales territory and generating leads have never been easier for a sales rep.

Give it a free try [here](#). Your next promotion is just around the corner.



Authors



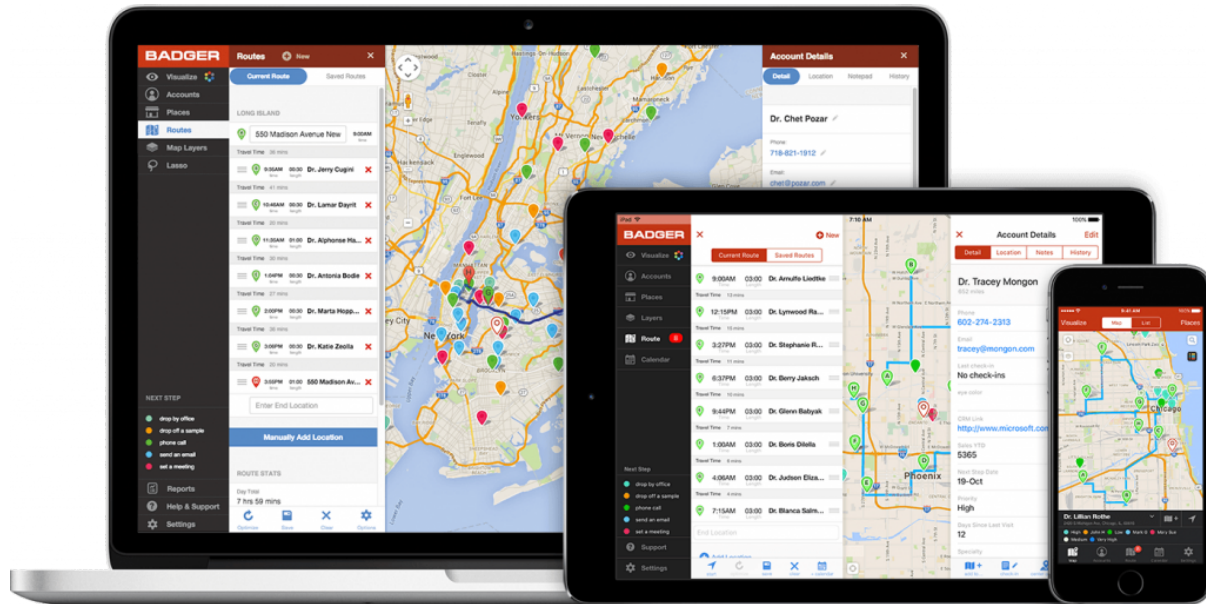
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About Badger



Badger Maps is a San Francisco based software company that enables field sales teams to manage their territory by combining Google Maps, data from their CRM, route optimization, schedule planning, and lead generation.

Learn more about Badger Maps by visiting www.badgermapping.com or calling 1-415-592-5909.

