

Thinking About Getting Into Sales?

An interview with a veteran salesman

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Rob Durham has been in sales for over 25 years. He has worked for various companies including AT&T and NCR and is currently working for Fiserv Financial Services. He sells software, internet banking, and computer processing services to financial institutions. He got into the sales industry in college when he discovered he wanted to be in the sales of technology. Read the following interview and see if the sales industry would be right for you!

- What type of people would be a good fit for the sales industry?
- *People who are good listeners and who are good at determining people's and company's needs.*
- What skills does it take to be in sales?
- *Being a good listener is number one, but being a good analytical thinker is another one.*
- What advice do you have for college grads/ students who are looking to get into sales?
- *Explore many different disciplines as in sales it is amazing how many different disciplines come into play that are beneficial to have some background in.*
- What are the perks and downfalls of the sales industry:
- *One perk is that you determine your own income, but the downfall is you determine your own income also. Another perk is you can have a very flexible schedule.*
- How do you balance traveling with your regular life because traveling is usually a big part of the sales industry?
- *One of the hardest things to balance is the amount of travel that I do, but if you're lucky you can travel places that are interesting and you can combine pleasure with business related to travel.*

