

Kris



Job Title

Sales rep

Age

25 to 34 years

Highest Level of Education

Doctorate (e.g. PhD, EdD)

Social Networks



Industry

Finance

Organization Size

1001-5000 employees

Preferred Method of Communication

- Phone
- Email
- Text Messaging
- Social Media
- Face-To-face

Tools They Need to Do Their Job

- Accounting and Bookkeeping Systems
- Content Management Systems
- Cloud-Based Storage & File Sharing Applications
- Business Intelligence Dashboards

Job Responsibilities

Represents a brand and sells products

Their Job Is Measured By

revenue generated
consumer satisfaction

Goals or Objectives

creating and adopting a new system to gain information on people around the world and consumers

They Gain Information By

conferences

speaking to customers and consumers.

Biggest Challenges

- Navigating Client Relationships & Communications
- Collaboration & Creativity
- Employee Morale
- Project Management & Disorganization
- Problem Solving & Decision Making

Scenario

Kris starts of his day by a simple breakfast . In his spare time he talks and messages his friend about current new computer games.

Anxieties and motivations

- About adopting anew system of gaining information on the population to have the most effective way of selling products
- motivated to create a new working system