



5 Signs that a Career in Sales is Right for You



Throughout the COVID-19 pandemic, Lawson Products has been working to supply essential businesses with the MRO products they need to remain operational. To help us do so, we're seeking motivated sales professionals!

Driven. Motivated. Resilient. Entrepreneurial. Just a few characteristics of the successful salesperson. But even people with these qualities still may question if a career in sales is right for them. Looking for a sign? Check these out:



You're a problem solver. You love to assess challenges and overcome them with the right solutions. Helping someone be more efficient and profitable—specifically a customer—is just part of your DNA. Others' success is your success.



You're a good listener. A big part of problem-solving is carefully listening to the person tackling an issue. You're building a level of trust before you even propose an answer. Bottom line, you enjoy interacting with others and are easy to talk to.



You're an entrepreneur. You like to set your own pace and schedule. You enjoy building your book of business, the freedom of managing your time and working independently. You look for avenues where you can achieve more and grow.



You're goal-oriented. You like to set personal bests and then break your own record. You're always striving to do more and be better. That competitive edge drives you to reap the rewards of your hard work.



You're ready to earn what you're worth. The opportunity to set your own financial goals and reach—then exceed—them is a prospect too good to pass up. You want to know that you're not locked into a salary, and have the potential to earn more.

If you see yourself in the characteristics above, congratulations! A career in sales is right for you. Now you need to find the right opportunity. A quick quiz:

- You value a culture that recognizes results while embracing work-life balance.
- You want excellent mentoring, training and tools to empower you to be successful.
- You expect to sell high-quality products for a reputable company, well-established in its industry.
- You will provide value-added services to drive your customers' success.
- You're a hunter and a farmer, finding new opportunities and growing existing business.

If you answered yes to any of these, Lawson Products is the right career for you! Make an impact with us. [Visit our careers page today.](#)