

ACTIVATE YOUR CAREER DREAMS

CREATING YOUR PERFECT JOB GUIDE

What are the most likely job titles for the position you want?

Describe your ideal employer. Size, culture, location, structure (public, private, family-owned, franchise, nonprofit, etc.)

Describe your ideal job – the position you would most like to have. Responsibilities, who you would report to, who would report to you. Would it involve travel? How much? What are your feelings about meetings (daily, weekly?) Do you want to work independently, as part of a team, or both? Do you like short-term projects or long-term projects?

What industry or job field are you considering?

What do you want your next job to do for you that your last job didn't do? What do you want to be *different* about your next job?

Desired Salary

What are the most important benefits — other than salary — that would prompt you to go to work for a new company?

SAMPLE IDEAL JOB DESCRIPTION

Job Title: Pharmaceutical Sales Representative or Medical Sales Representative

Industry: Healthcare Sales

Location: Omaha, NE (first choice) / Lincoln, NE (second choice) / Des Moines, IA (third choice)

Compensation: Annual salary from \$65,000 to \$75,000
Bonus of 5-15% of annual salary
Full health and dental benefits
One to two weeks vacation

Work Environment: Supportive district manager
Solid initial training; lots of continuing education
Opportunity to be rewarded for hard work and sales results

Future Growth: 3-5 years – Sr. Sales Representative
5-7 years – District Manager

Other Considerations: Up to 50% travel in region (gone no more than 3 nights in a row)

Next step – Schedule your complimentary career consultation to review your “perfect job”. Email your completed guide to myresume@activateyourcareerdreams.com