

When my former teacher invited me for an interview with his students I realised I had never really taken time to look back on my short career. As a student you are full of expectations and dreams. Because you are supposed to work on commission you dream of commercial success and a hefty income... I have been a salesman for four years now and I have to say it took me a year and a half to earn what I call a reasonable living. Needless to say that the price to pay is really high. You are always under pressure. Both sales managers and clients are very demanding and competition with other salespeople is fierce. The truth is, it is not a 9 to 5 job. I have to admit that personal or family life are not easy when you are in this kind of profession. It gets on my wife's nerves when we can't plan anything for the evening or the week-end, let alone long-term plans. Yet nothing will stop me. I like the adrenaline buzz when a prospect becomes a client after hours, sometimes days of intense bargaining. I don't think I could experience the same rush in any other job. I have considered other careers

In a less demanding field but the motivation needed in this job keeps me going. Eventually I think I'm going to have to move to a less demanding position within the company. I can't honestly see myself struggling with ruthless clients at the age of fifty. I don't want to be stuck in the same routine. That wouldn't be me.