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## SALES JOBS IN WASHINGTON STATE - TIPS ON GOING INTO SALES IN WASHINGTON

Washington has an interesting history which makes it a part of the British Empire in its years of inception before being carved out into a separate state. Today, the Seattle metropolitan area is one of most bustling regions of activity in the state as well as the country. The median income of the state almost touches \$60,000 which makes it a fairly prosperous state.

Sales jobs in Washington State have of recent received a huge support from the locals. Here are the top sales job positions which currently are amongst the hottest trends in sales business.

- Sales Consultant/Sales Outsourcing: With sales consultancy coming into the scene, Washington has leaped into an elite league of cities (or states) which has a considerable sales population in the same. Growing business has paved way for the growth in sales consulting primarily.
- Medical Sales Representative: Medicine is an evergreen area where there can be no dearth of job creation. Quite aptly, medical sales representatives earn quite a lot in the state today.
- Federal Sales Jobs: The people are quite knowledgeable about their state, legislature and government. The government also has policies that make a considerable proportion of the state income from federal sales.
- Sales Engineer: Sales engineering is a recent allied field in sales where the sales people are to basically study the market and analyze the same (trends, future, etc.).

Tip #1: You're dealing with an informed group of people

When you're in Washington State, you have to be well informed about the market before pitching sales figures to your potential customers. Seattle area being one of the well-developed areas in the country – people here know their sales and business. You can't just tell them anything and make them bite the pie. You need to research on your topic well before approaching your customers.

Tip #2: Brush up your law

Quite contrary to other neighboring states, the people of Washington show an inclination towards law and legislature. Historically too, Washington had been one of the centers of all legislative activities and that follows in them thus.

Tip #3: Know your Worth

In a state where the median income touches \$60,000, per capita income is almost \$40,000 and the minimum wages per hour is \$7, you have to assess your worth in the sales market in Washington. These figures suggest that the people of the state can spend fairly and are quite knowledgeable about their sales and income. A good sales person is worth more than these figures suggest. To avoid any exploitation and fear of under-charging your clients, you need to know your financial tools well in hand.

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