Early Termination

Name

Institution Affiliation

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There are a couple of acumens that I gained working at my placement position at the car dealership company. My understanding of successfully attaining car sales with prospective customers expanded significantly. As a salesperson, I had the opportunity to experience the process and skills that are required to influence a client to purchase a product efficiently. Moreover, I received great intuition about the dos and don'ts when attempting to achieve sales with customers on the phone and via email. It was delightful to have the chance to see first-hand what goes on in a car dealership firm that specializes in excellent pre-owned vehicles. While most were terminated early from their positions as a car salespersons, they were willing to provide great wisdom that will assist me in my placement position and other future employments.

Although most people that received early termination from the company saw it as unexpected, they managed it professionally and with the highest level of integrity. There are several reasons the company decided to terminate the employment of some at the firm, but they are primarily based on conviction and determination. The company revealed that fervor is pre-requisite for achieving car sales with potential buyers. The salesperson must be passionate about the product that he/she is selling or the buyer will not be able to see the value of the car he/she is about to purchase. The human resources branch also complained that most of the terminated employees lacked a firm resolve that was needed for their placement position. Despite multiple failures in obtaining car sales, the company required the salesperson to be tenacious in trying once more.

There are things that the salespersons could have done differently to avoid cessation of their positions. Some of the terminated employees exhibited lethargy and a lack of zeal when

dealing with customers through the phone and emails. It is pertinent that the client being communicated with senses the enthusiasm that the salesperson possesses. Additionally, some employees accepted defeat once they were unable to convince 15 or more potential customers. Even though selling a car is achievable, it is not a simple endeavor. It is a demanding procedure that requires fortitude and the acceptance of failure.

Furthermore, there were subtle aspects that the company considered when terminating employees. Issues such as punctuality and order were crucial to the firm's objectives. Most terminated salespersons had frequent incidences of reporting late to work and unnecessary clutter at their workstations. Had the employees understood these mechanisms, they would not have received early termination from their placement positions.

A significant takeaway from working at the firm was that the employee has to share the vision of the company. Failure to do this will result in complications on the part of the employee. This is because the salesperson will not have the spark that is required to sway the customer into buying the company's products. My second takeaway is that not all communications with prospective clients will lead to purchase. Nonetheless, it is mandatory to be resolute in the effort of pursuing new customers.

Also, a salesperson has to be consistent in the workplace if he/she expects any success. This implies that, for example, if you have a formal tone when talking to clients on the phone on your first day, you should ensure that the same formality is maintained every time you communicate with a potential customer. Intrinsically, I would say that my placement at the car dealership firm was not only an enlightening experience but also a chance to understand the intricate workings of a car dealership business. I was able to integrate the knowledge that I learned in class with the actual practice of selling cars. This provided me with the priceless

opportunity to cultivate the right mental attitude and proper insight that will be of significance in my future placement positions.