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Main things you must consider
before changing the job



Sales Manager



**In this presentation
I have taken sales job as an example.
Other professionals can take their present job top
5 KPIs and growth.**

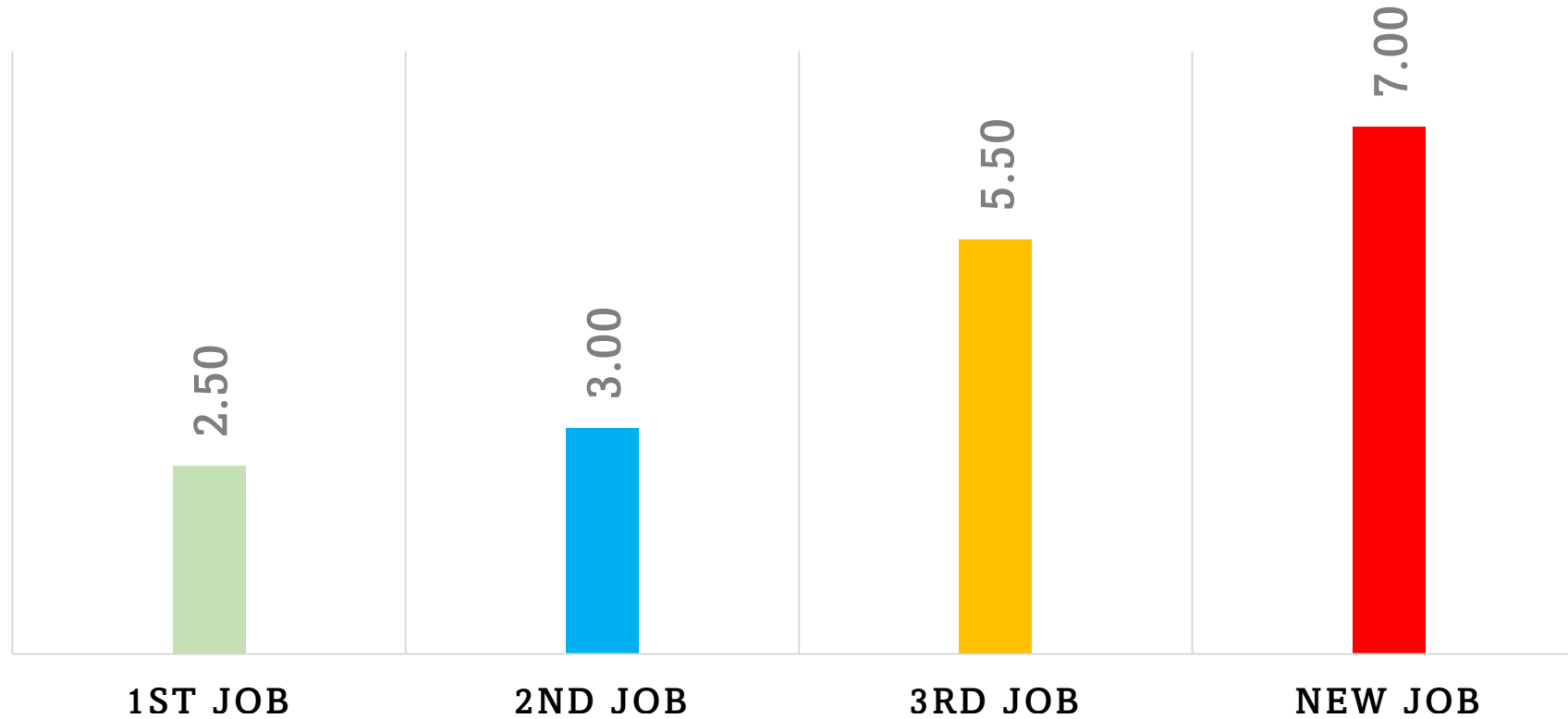
1

**New job business turnover
must be at least 25% more
than the present job**



Means you are leaving the present job
to handle more business in new job

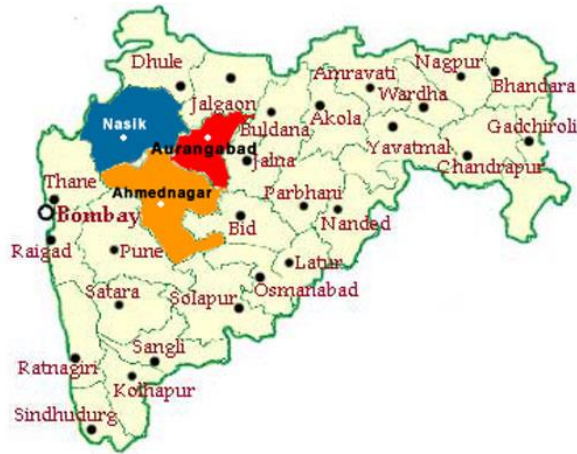
Business Turnover handled in different Jobs \$ In Millions



Note: In your career graph- The business handled section must look like this

2

New job the area/Key outlets/Population/Geographical size must be more than the present job

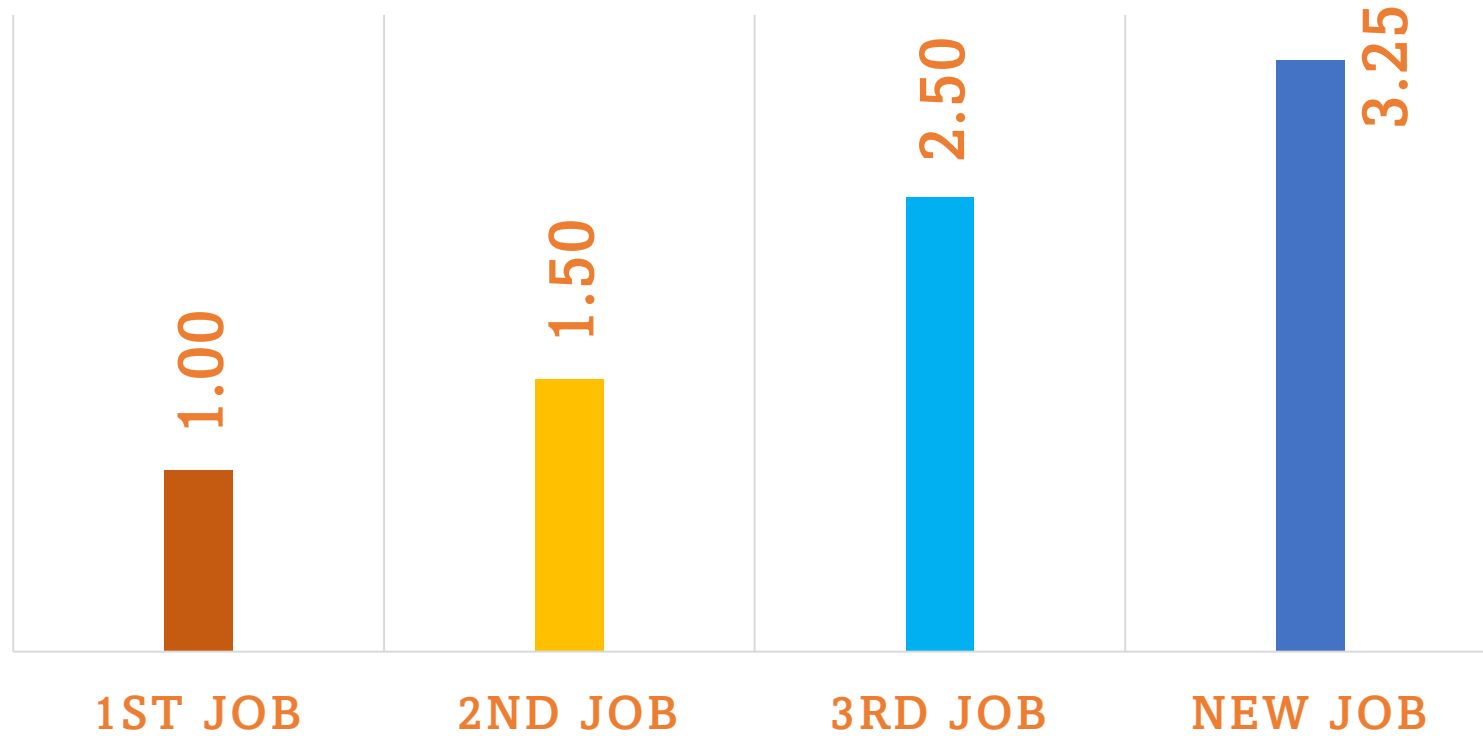


Means you are leaving the present job to manage bigger area.

Example- In present job you are handling one state.

In new job you are going manage 2 states.

Population in millions



Note: In your career graph- The area handled must look like this

3

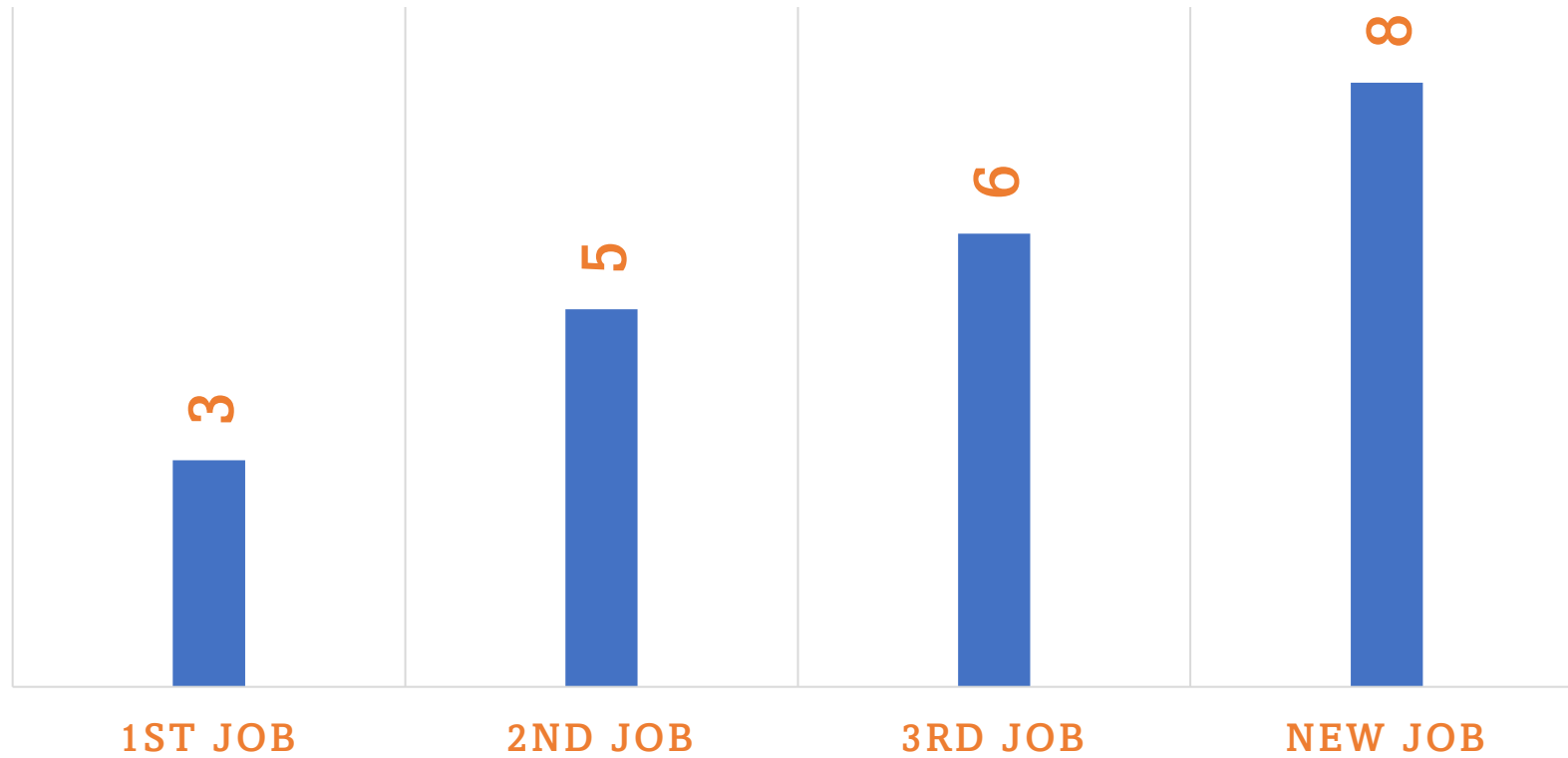
New job the number of Reportees must be more than the present job



Means you are leaving the present job to manage a bigger team.

Example- In present job 10 people are reporting to you and new job 15 people

Number of people reporting to you



Note: In your career graph- The reportees section must look like this

4

In New job, whom you will report

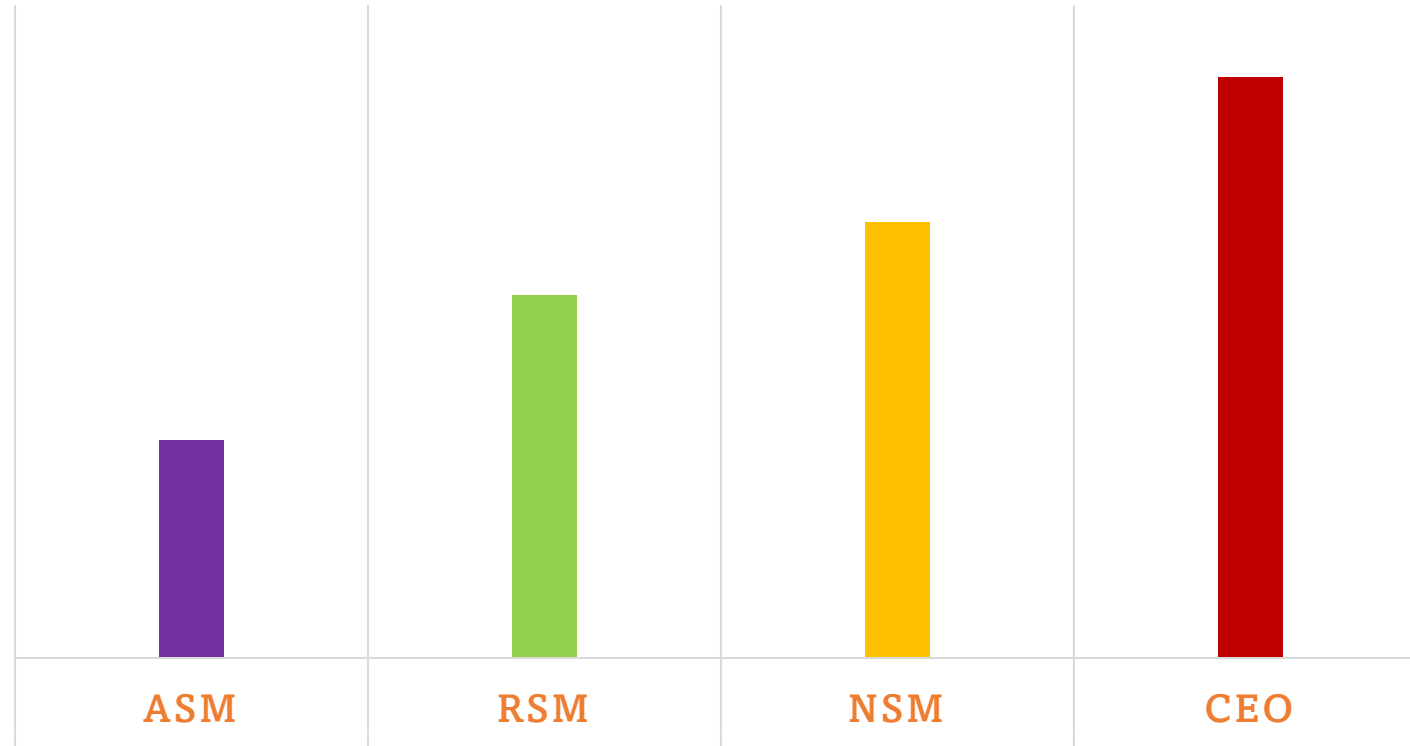


Means you will be reporting higher authority.

Example- In present you are reporting to national sales manager. In new job you will be reporting to CEO.

Means more knowledge and more maturity in you.

Reporting to whom



Note: In your career graph- The reporting section must look like this.
The bars in graph are as per designation ranks

5



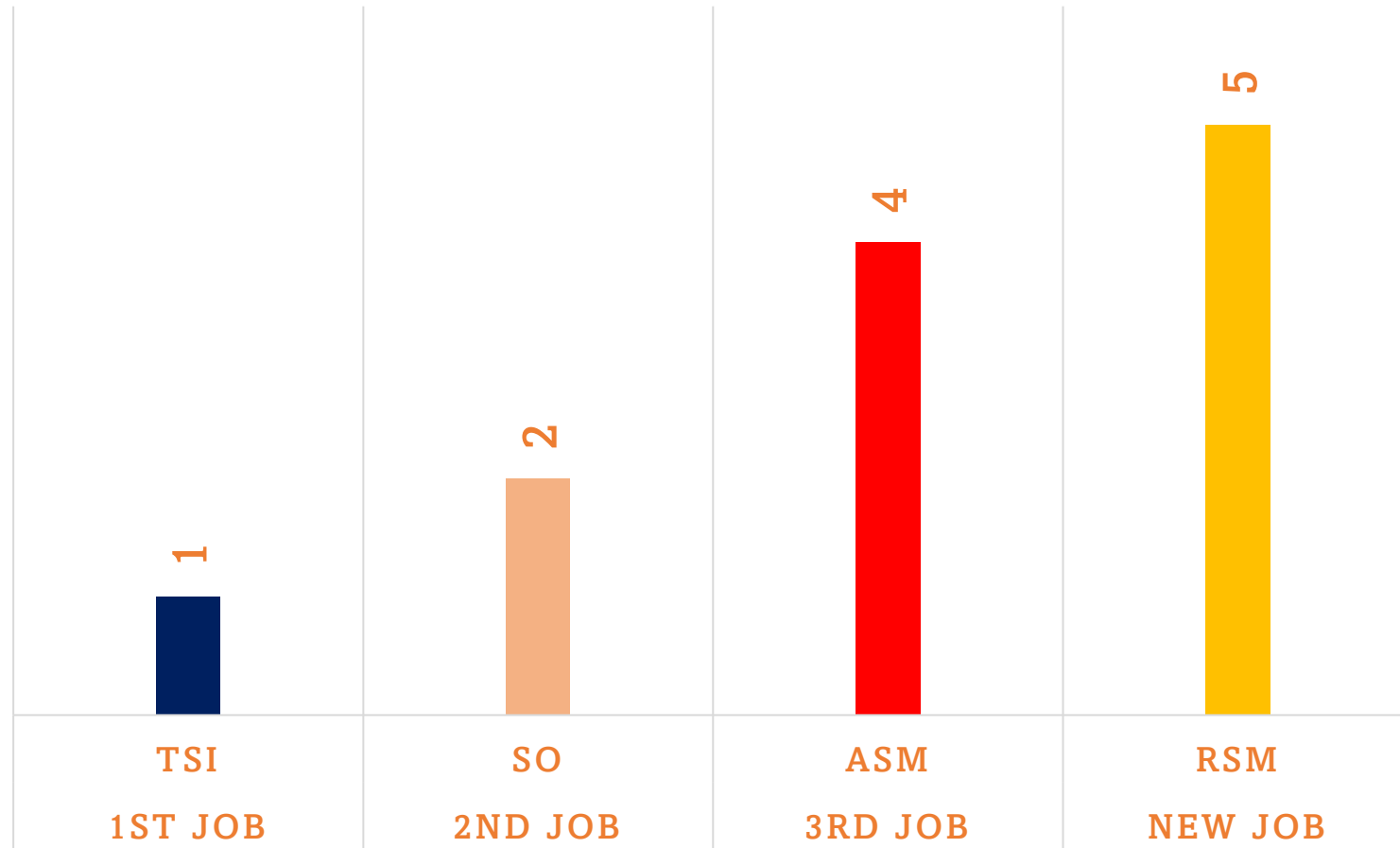
Designation

In new job your designation must indicate that your taking higher responsibilities.

Example- In present you are ASM and new job you will be RSM.

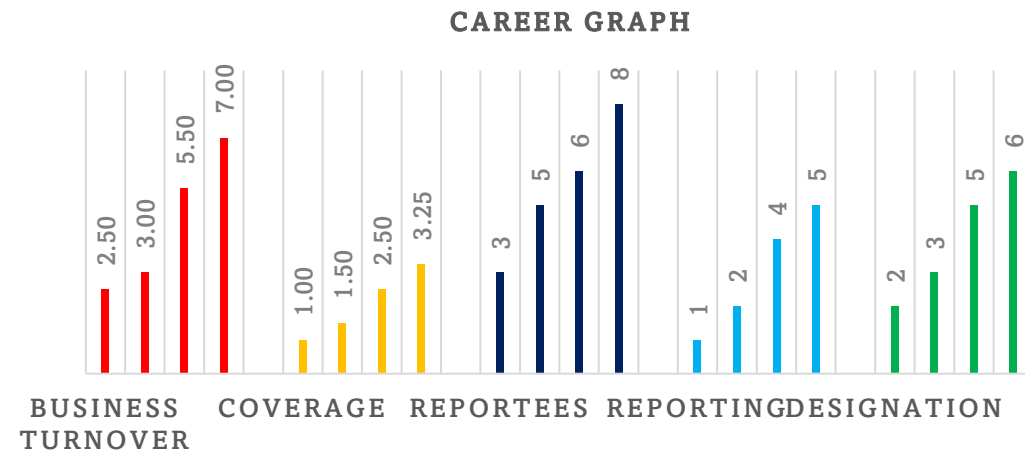
I kept designation at the end because, if the first 4 points are ok then designation does not matter. In some companies ASM is for half state and in some companies for one state.

Designation

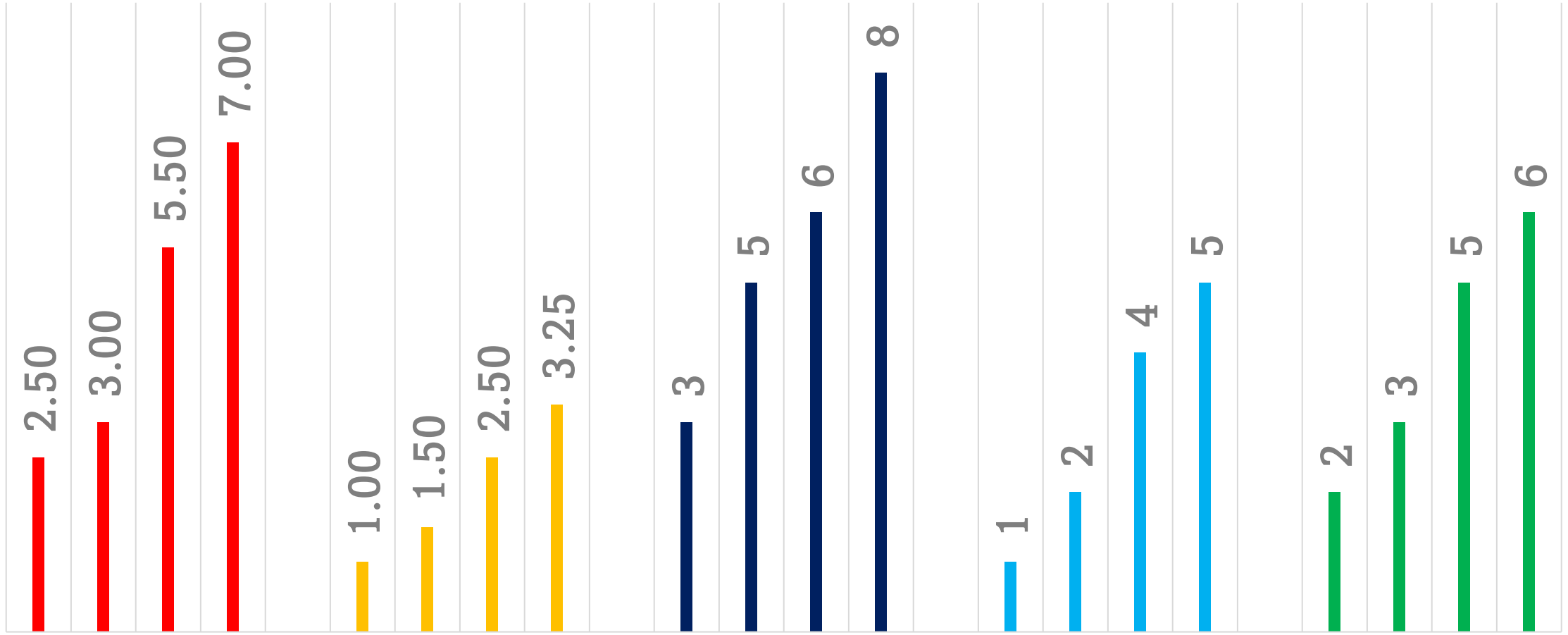


Note: In your career graph- The designation section must look like this.
The bars in graph are as per designation ranks

Your career graph must look like this in every job change



CAREER GRAPH



BUSINESS...

COVERAGE

REPORTEES

REPORTING

DESIGNATION



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