

HOW TO BOOST YOUR SALESFORCE SALARY IN 4 STEPS

MODULE 1 WORKBOOK

Get Clear on your Career Goals
Which Salesforce Role can you excel in both
professionally and personally

WWW.SUPERMUMS.ORG



WHICH TYPE OF COMPANY WILL YOU EXCEL IN?

What would you enjoy or dislike about working for a Consultancy?

What would you enjoy or dislike about working for an End Customer?

What would you enjoy or dislike about working for Salesforce or an ISV partner?

NOTES:

WHICH TYPE OF JOB ROLE WOULD YOU THRIVE IN?

Which job roles are you most excited about/attracted to?

Which job roles most align with the skills you have already?

Which job roles do you want to try now and in the future?

NOTES:

WHAT TYPE OF CONTRACT WOULD SUIT YOU?

You may progress or switch from different types of contract, but have a think about what might suit you personally and professionally?

FINANCIAL SECURITY
Do you want a long term or fixed contract which offers long term financial security

FINANCIAL FLEXIBILITY
Do you want temporary higher value £ contracts that give you experience, more flexibility but less security

JOB & TEAM SECURITY
Do you want a long term permanent role that gives you piece of mind and stability with a core team

JOB & TEAM DIVERSITY
Would you thrive on new challenges and new environments with different contracts.

GET ME A JOB
If you don't enjoy interviews it's probably best to secure a fixed term permanent role so you don't have to do it often.

I LIKE SELLING MYSELF
In the world of contracting you have to love pitching, showing off your expertise and winning work.

WHICH CONTRACT SUITS YOU?

WHAT DO YOU NEED TO CONSIDER

WHICH DISC TRAITS RESONATE WITH YOU?

Once you have completed your DISC profile, which traits stand out to you? Complete it here <https://www.123test.com/disc-personality-test/>

-
-
-
-
-
-

Which job role do you feel best aligns to these traits?

NOTES:

WHAT IS IMPORTANT TO YOU IN A JOB ROLE?

In summary, when considering the type of job role you might like to land let's think about what's important to you personally and professionally?

WHAT DO YOU WANT TO EARN?

WHAT FLEXIBILITY DO YOU WANT?

WHAT DO YOU WANT TO LEARN?

WHAT TYPE OF TEAM AND CULTURE DO YOU WANT?

What are your values and how can you live them out in a new role and company?

Be who you
want to be