

HOW TO BOOST YOUR SALESFORCE SALARY IN 4 STEPS

MODULE 2 WORKBOOK

Showcasing your Skills
How to demonstrate, develop and sell your
transferrable and technical skills.

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WHAT ARE YOUR EXISTING SKILLS AND EXPERIENCE?

Let's first reflect on your career, parenting, and volunteer experience. Write down what you skills you have enjoyed deploying previously.

INDUSTRY OR JOB ROLE KNOWLEDGE

PROFESSIONAL SKILLS

TECHNICAL EXPERIENCE

COMMUNICATION SKILLS

Which of these skills do you really enjoy the most?

WHAT DO YOU WANT TO LEARN IN THE FUTURE?

What do you want to learn and how do you plan to learn it?

INDUSTRY /PRODUCT NICHE

PROFESSIONAL SKILLS

TECHNICAL EXPERIENCE

COMMUNICATION SKILLS

What is your motivation for learning these skills?

HOW CAN YOU DEMONSTRATE YOUR SKILLS AND APPROACH?

What software tools can you talk about using previously to deliver or manage projects/tasks?

What steps would you take or methodologies would you deploy for the role?

What professional tools, templates or questions would you use?

NOTES:

DEMONSTRATING CREDIBILITY AND TRUST

What skills do you want to share and be endorsed for on Linked In?

Who can endorse your skills and give you a Recommendation on Linked In?

Which projects could demonstrate your expertise and skills?

NOTES:

SHOWCASE YOUR EXPERTISE

Take the steps to add your skills to your CV and Linked In profile and seek endorsement.

INDUSTRY EXPERTISE
Talk about your industry and role expertise as a niche.

PROFESSIONAL SKILLS
Talk about relevant training and deployment of professional skills.

TECHNICAL SKILLS
Talk about your technical trailhead badges, certs and other third party software

COMMS SKILLS
Talk about any relevant skills e.g. coaching, mentoring, training, coaching, sales.

PROJECTS
Showcase your projects on Linked In and Trailhead. Communicate the pain points, solution & outcomes.

REFERENCES
Approach people for endorsements and recommendations on Linked In

WHAT DO PEOPLE SAY ABOUT YOU?

WHAT DO YOU FEEL YOU EXCEL IN?

Shine bright in the sky