



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

CAREER REPORT

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ESFJ

ESFJ Extravert, Sensing, Feeling, Judging

Potential Strengths

ESFJs enjoy meeting and helping people and are friendly, outgoing, and talkative. They place a high value on relationships, are very concerned with the feelings of others and eager to please in real and tangible ways. They are sympathetic and caring people, with strong opinions based on their values. Often popular, they have great energy for their many projects, activities, and friends.

ESFJs have great common sense and good minds and memories for details, especially those that relate to people. They are hard-working, organized, and conscientious, liking best to be part of a cooperative team. Rather than traditional by nature, they are willing to put large amounts of energy into the things they believe in and faithfully follow through on all their commitments.

Potential Weaknesses

Because ESFJs need harmony in their relationships, they seldom risk hurting anyone else's feelings and tend to avoid conflict. They often take any criticism personally and get their feelings hurt easily. Once they've made up their minds, it is often hard for them to reverse their positions even if new information is revealed. In their zeal to get things done, they sometimes make decisions too quickly and then feel stuck with those choices, even if they are not the best ones for them.

ESFJs do not naturally see possibilities, especially less obvious ones. This means that they may get discouraged if they don't see a way out of a bad situation. Once frustrated, they have the tendency to either label the project as hopeless and give up, or become negative and critical about everything. They sometimes need help looking past the immediate to the future implications of their choices. The more uncomfortable they feel with change, the more rigid they tend to become, wanting to regain some of the control they fear they are losing.

As An ESFJ, I Am Good At...

Working hard as a cooperative team member
Organizing and following through on all part of my projects
Getting things done; being responsible and productive
Approaching all interactions with friendliness and warmth
Working well with routine and paying close attention to details
Following sensible rules, policies, and procedures

I Need To Watch My Tendency To...

Become stressed in highly competitive or tension-filled environments
Get discouraged if I don't feel appreciated or receive praise for my efforts
Socialize excessively, especially if I have to work alone for too long
Assume the only right way is the way I've always done things
Avoid projects that require that I learn a lot of new skills

What I Need In A Career For It To Be Satisfying

1. A stable and traditional environment where I feel appreciated for my hard work and contributions and where I feel part of a caring team.
 2. Explicit and clear rules, regulations, and expectations where I know my responsibilities and am compensated for what I produce.
 3. Work that lets me see the tangible results of my efforts and has a direct and positive effect on people.
 4. The opportunity to establish meaningful and ongoing relationships by working directly with a variety of people throughout the day.
 5. The chance to learn and master the skills of my trade, and organize and retain control over my projects.
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Some Popular ESFJ Careers To Consider

- Family physician
 - Customer service representative
 - Public relations specialist
 - Exercise physiologist
 - Elementary school teacher
 - Special education teacher
 - Home economics teacher
 - Community welfare worker
 - Real estate agent/broker
 - Insurance / retail salesperson
 - Veterinarian
 - Optometrist
 - Child care provider
 - Athletic coach
 - Speech pathologist
 - Religious educator
 - Administrator, non-profit organ.
 - Minister/priest/rabbi
 - Retail owner/operator
 - Funeral home director
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Recommendations For The Job Search

Using My Strengths, I Excel. When I:

1. Use my extensive network of friends and associates to conduct informational interviews
2. Plan and conduct an organized, efficient career search
3. Approach my job search as a job - working hard on it each day
4. Demonstrate my enthusiasm for the job and detail my past experience
5. Follow through on all details and commitments

Avoiding My Weaknesses, I Need To:

1. Postpone making decisions until I have researched them fully
 2. Stay objective and not take rejection personally
 3. Consider the future as well as the present implications of my choices
 4. Be willing to try less conventional techniques to get interviews
 5. Consider the logical cause and effect of decisions, not just my personal feelings
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Additional Careers Choices for ESFJs

HEALTH CARE / EDUCATION

- Pharmacist/pharmacy technician
- Massage therapist
- Personal fitness trainer
- Medical/dental assistant
- Licensed practical nurse
- Physical therapist
- Medical secretary
- Hospice worker
- Recreational therapist
- Health care administrator
- Chiropractor
- Dental hygienist
- Aerobics instructor
- Home economics teacher
- Nursing instructor
- School principal
- Dietitian Nutrients

SOCIAL SERVICE / COUNSELING

- Welfare counselor
 - Law clerk
 - Court reporter
 - Cable broadcast industry worker
 - Wilderness adventure leader
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SALES / SERVICE

- Travel agent
- Flight attendant
- Eco-tourism specialist
- Translator / interpreter
- Genealogist
- Home health care products salesperson
- Sports equipment/merchandise salesperson
- Merchandiser; planner; buyer
- Animal trainer

BUSINESS

- Land leasing and development specialist
 - Sales representative (tangibles)
 - Management consultant: human resource / training
 - Insurance agent
 - Customer service manager
 - Health club manager
 - Franchise owner/operator
 - Property manager: commercial /residential
 - Child care center director
 - Customer relations manager (technology)
 - Advocate (technology)
 - Food service manager
 - Nursery and greenhouse manager
 - Hotel and motel manager
 - Real estate appraiser
 - Project manager
 - Professional Association manager
 - Marketing executive: radio/TV
 - cable broadcast industry
 - Personnel Administrator
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*Knowing Yourself Is The
Beginning Of All Wisdom*



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