



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

CAREER REPORT

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ESTJ

ESTJ Extravert, Sensing, Thinking, Judging

Potential Strengths

ESTJs are friendly, outgoing, and honest. They tend to be traditional and conservative in their views and are comfortable expressing their opinions. Because ESTJs trust their own personal experiences, they are most interested in working with real things, and solving immediate problems rather than dealing with theory or possibilities. Usually well-organized and efficient, ESTJs work hard to meet or exceed the expectations others have for them. They are practical and realistic and want everything to make sense and be in order.

ESTJs are direct and frank, liking to get busy, stay busy, and have a lot to show for their efforts. Using logic to draw their conclusions, ESTJs like to make decisions and get on with their next project. Responsible and conscientious, they enjoy being in charge and therefore are usually great managers, able to keep others organized and on track.

Potential Weaknesses

Because ESTJs are comfortable with structure, they can sometimes try to impose it on others and be rather rigid in their style. Their strong opinions are sometimes communicated as judgements and harsh criticism, even if they are not intended to be. Without others telling them, they may not think about the impact their decisions have on people. They need to consider the feelings of people around them, even if they do not completely understand them,

Not particularly interested in possibilities, ESTJs sometimes resist considering anything other than proven experience. They don't naturally question what options may exist, if they aren't obvious at the moment. In their haste to make a decision, ESTJs sometimes don't wait to gather all the information they may need to make a sound choice. Taking time to look at all the information can help them be more effective.

As An ESTJ, I Am Good At...

Working hard, pulling my weight, and contributing to a team effort

Communicating directly and honestly, without a hidden agenda

Organizing projects and developing efficient systems ✓

Making the tough decisions and giving constructive criticism

Using available resources and solving problems as they arise

Setting and meeting deadlines and goals

I Need To Watch My Tendency To...

Speak over others or intimidate them with my forceful style

Jump to conclusions before I have gathered all the necessary information

Dismiss as implausible ideas that have not yet been proven

Hold others to my high standards

Only notice and comment on the flaws, rather than the positive attributes of projects or people

What I Need In A Career For It To Be Satisfying

1. An organized and efficient environment with explicit rules, structure, and standards to follow.
2. A busy and active workplace, where I work with many different people throughout the day. ---~
3. The flexibility to hold a high level of responsibility, where any experiences and opinions are respected.
4. Work that is of a practical nature, where I can see the results of my work and where my contributions are measured in fair, logical ways...
5. A stable and predictable environment, where like-minded people pull together and to get things done.

Some Popular ESTJ Careers To Consider

- Mechanical/civil engineer
 - Funeral director
 - Chef / cook
 - Sales: computers / real estate
 - Military officer
 - Technology security specialist
 - Teacher: trade / technical
 - Insurance sales agent
 - Auditor
 - Athletic coach
 - Franchise owner
 - Agricultural engineer
 - Health services administrator
 - Computer analyst
 - General contractor
 - Bank officer/loan officer
 - Real estate appraiser
 - Office manager
 - Purchasing manager
 - Project manager
 - Non-profit administrator
 - Physician: general medicine
 - Business executive
 - Credit analyst
 - Data base manager
 - Stockbroker
 - Dentist
 - Police officer / Probation officer
 - Pharmacist
 - Clinical technician
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Recommendations For The Job Search

Using My Strengths, I Excel. When I:

1. Use my extensive network of friends and contacts
2. Run an organized and efficient job search
3. Gather all known facts about potential jobs
4. Make decisions based on a realistic assessment of myself and the job
5. Present myself as a capable, competent candidate for the job
6. Give specific examples of my past experiences and accomplishment

Avoiding My Weaknesses, I Need To:

1. Postpone making decisions until I have fully considered my options
 2. Listen carefully to others, taking care not to interrupt
 3. Look down the road and consider the possible impact in the future
 4. Be willing to try less conventional approaches to finding a job
 5. Take time to establish rapport before getting down to business
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Additional Careers Choices for ESTJs

SALES / SERVICE

- Pharmaceutical salesperson
 - Occupational health & safety specialist
 - Ship or boat captain
 - Regulatory compliance officer
 - Purchasing agent
 - Athletic coach or trainer I
 - Insurance underwriter
 - Sales agent: securities and commodities
 - Cost estimator
 - Budget analyst
 - Police and detective supervisor
 - Commercial airplane pilot
 - Flight engineer
 - Construction and building inspector
 - Licensing examiner and inspector
 - Legal assistant
 - Insurance adjuster
 - Court clerk
 - Hotel and motel manager
 - Environmental compliance inspector
 - Recreational therapist
 - Manufacturer's representative
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BUSINESS / MANAGEMENT

- Chief financial officer
- Management consultant: business operations
- Property manager: commercial/ residential real estate
- Bill and account collector
- Foodservice operator
- Construction manager
- Association manager and advisor
- Treasurer, controller and CFO
- Private sector executive
- Credit counselor
- Transportation manager
- Telemarketer

PROFESSIONAL

- Corporate finance attorney
- Electrical engineer
- Physician's assistant
- Radiologist Contract attorney
- School principal
- Chief information officer
- Judge
- Orthodontist
- High school business teacher

TECHNOLOGY / PHYSICAL

- Technical trainer
 - EKG technologist/technician
 - Network administrator
 - Database administrator
 - Sound technician
 - Transport Coordinator
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*Knowing Yourself Is The
Beginning Of All Wisdom*



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