

Interviews

Luke Irwan Q& A on Career happiness



1. What is your chosen career?

Duplex Cleaning Machines Distributor

2. What made you choose that career or did it just happen for you?

My current occupation just happened for me as I moved over from the eastern states and happened to find a career path that suited my current skill set.

3. Did you have to study? If so what and for how long?

No, study wasn't required. I had the experience to do the role due to previous experience in a sales executive type role.

4. Would you recommend your chosen career for others to follow in?

Yes. If you are results driven and have an outgoing personality, then this career would be well suited to you. You can get knocked back at times when taking a role in the sales industry, which can be tough. However, if you don't take objections to be rejections and have a sound attitude and strong listening skills then you will excel in this role.

If you like working autonomously and would like to be your own boss then I would highly recommend a distributor type role. My role allows me to be self-employed with the backing of an established brand. I am given products to sell and I then go off and secure my own customers, appointments and sales.

5. What would you tell them to do the same or different?

I would say to just be yourself but be adaptable. You have to know your target audience, understand their specific needs and wants and address these in your communication and conversations with them. It's essential to listen to people rather than talk over them or at them.

6. Is there one Golden piece of advice you could give someone looking for career success and happiness?

Have a passion in something you enjoy and feel happy doing.