

# The Birth of a Salesman

Dr. Haydn Boehm - Director of Marketing – eMolecules

SCI's Day of Science and Careers

London - 2016

Action Orientated

Dealing With  
Ambiguity

Approachability

Boss Relationships

Business Acumen

Career Ambition

Caring About  
Direct Reports

Comfort Around  
Higher Management

Command Skills

Compassion

Composure

Conflict Management

Confronting  
Direct Reports

Creativity

Customer Focus

Timely  
Decision Making

Decision Quality

Delegation

Developing  
Direct Reports

Directing Others

Managing Diversity

Drive For Results

Integrity and Trust

Ethics and Values

Functional Skills  
Technical Skills

Hiring and Staffing

Humor

Informing

Innovation  
Management

Integrity and Trust

Intellectual  
Horsepower

Interpersonal Savvy

Learning on the Fly

Listening

Managerial Courage

Managing and  
Measuring Work

Managing Through  
Systems

Managing Vision  
and Purpose

Motivating Others

Negotiating

Organizing

Organizational Agility

Dealing With Paradox

Patience

Peer Relationships

Perseverance

Personal Learning

Personal Disclosure

Planning

Political Savvy

Presentation Skills

Priority Setting

Problem Solving

Process Management

Self-Development

Self-Knowledge

Sizing Up People

Standing Alone

Strategic Agility

Building  
Effective Teams

Technical Learning

Time Management

Timely  
Decision Making

TQM/Re-Engineering

Understanding Others

Written  
Communications

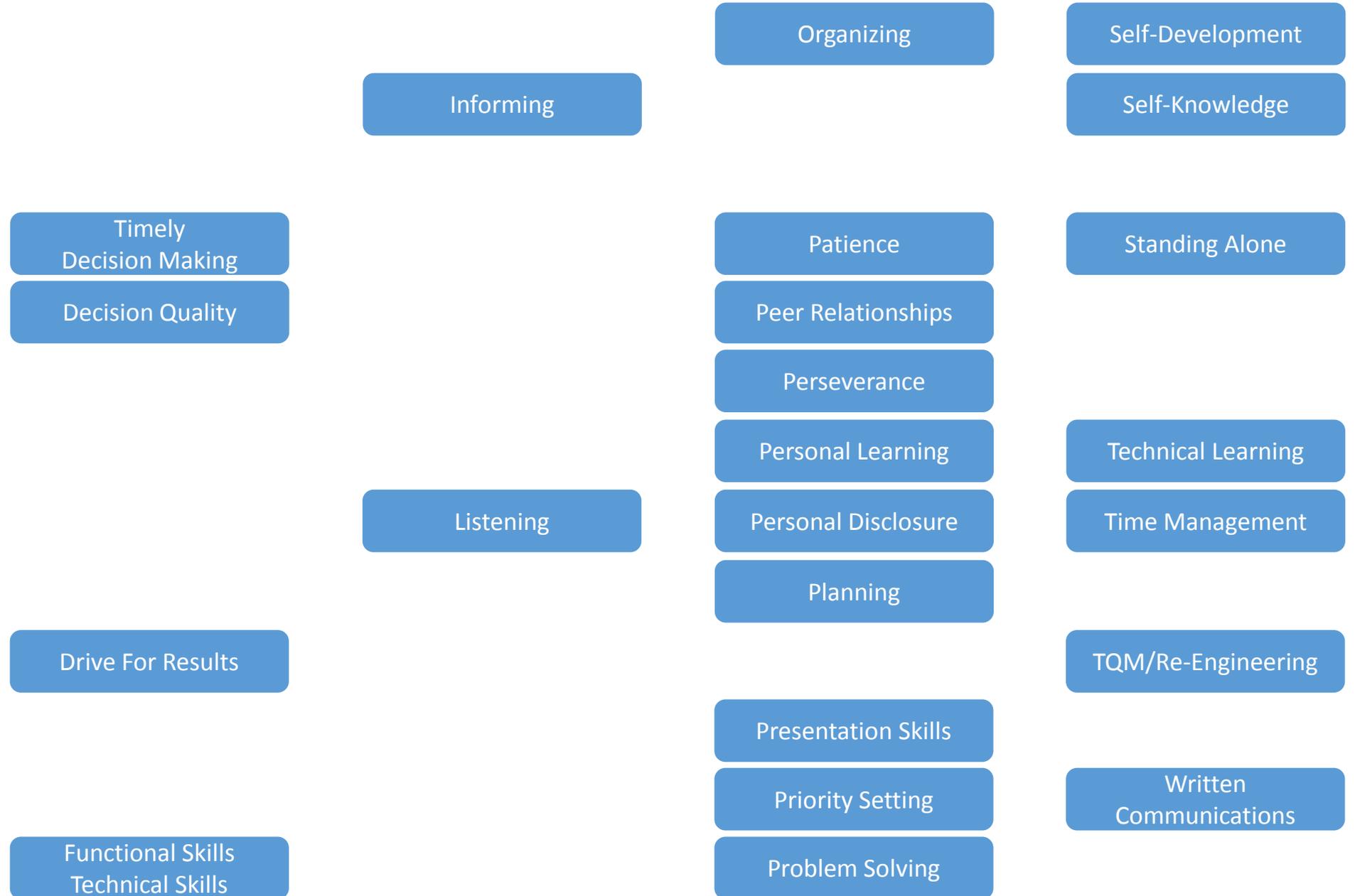
Work/Life Balance



The University of  
**Nottingham**

UNITED KINGDOM • CHINA • MALAYSIA







Medical Information Executive



Senior Scientist



Recruitment Consultant



**SIGMA-ALDRICH**

Account Manager

European Sales Manager: Chemistry



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Global Marketing Manager



Johnson Matthey  
Catalysis and Chiral Technologies

Global Marketing Manager



Chief Marketing &  
Business Development Officer



Director of Business Development  
Director of Marketing



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# Your Knowledge

- Advertised Job Descriptions
- LinkedIn Company Profiles
- Skills Profiles
- Motivators



# Your Tools

- Careers Fairs
- Recruitment Consultants
- Websites & LinkedIn
- Network Websites



# Your Brand

- Cover Letter & CV
- Interview
- Social Media



Your Attention

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