

## **ACP Presents: The Power of Sales with ACP's Megan Louder**

On August 10th, ACP held an internal discussion on sales featuring ACP's VP of Corporate Relations, [Megan Louder](#), and ACP's SVP, [Jana Toner](#). Megan Louder has over 12 years of experience in consultative selling, with over 7 years focused on the Tech industry. The panel highlighted various sales roles, growth opportunities within the sales field, and strategies for expanding your professional network. Here are the resources shared during the webinar.

### **LinkedIn Live Links:**

**Click here to learn more about ACP and how we help our Veterans & Military Spouses!**

<https://www.acp-usa.org/mentoring-program/program-overview>

**EXPAND YOUR NETWORK WITH (ACP Connects) - The best place to connect with Veterans and Mentors from all over on LinkedIn** 📍 : <https://www.linkedin.com/groups/12259026/>

**Connect with us on our Facebook group on ACP: The Veteran Compass, it is a space for our Veterans to engage with one another #network** ✓:

<https://www.facebook.com/groups/acpcompass/>

**Veterans sign up here!**

<https://www.acp-usa.org/mentoring-program/veteran-application>

**Spouses sign up here!**

<https://www.acp-usa.org/spouses>

**Mentors sign up here!**

<https://www.acp-usa.org/mentor>

**Interested in seeing the impact our mentors are making?**

<https://www.acp-usa.org/impact/metrics>

**Connect and Network with Veterans and Mentors on ACP AdvisorNet Straight from our Community Feature**

<https://acp-advisornet.org/>

**Feel free to explore our Protégé Resources Page**

<https://www.acp-usa.org/mentoring-program/resources/protége-resources>

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**For Career Translators for Military Veterans, click here:**

<https://www.careeronestop.org/Toolkit/Jobs/match-veteran-jobs.aspx>

<https://www.military.com/veteran-jobs/skills-translator>

<https://www.careeronestop.org/Veterans/Toolkit/skills-matcher.aspx>

**For resources on Interviewing:**

<https://www.indeed.com/career-advice/interviewing/how-to-use-the-star-interview-response-technique>

<https://www.themuse.com/advice/star-interview-method>

<https://www.indeed.com/career-advice/interviewing/interview-questions-for-military-veterans-with-example-answers>

**For Resume Tips:**

<https://www.thebalancemoney.com/action-verbs-and-power-words-for-your-resume-2063179>

<https://careersidekick.com/how-to-tailor-your-resume-for-each-job-description/>

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**Pursuing a Career in Sales:**

<https://www.indeed.com/career-advice/finding-a-job/a-career-in-sales>

<https://www.performio.co/insight/why-few-consider-sales-career>

**Learn more on Business Development Basics:**

<https://www.investopedia.com/articles/personal-finance/090815/basics-business-development.asp>

**Free beginner course for tech Sales Development Representatives:**

<https://www.coursera.org/professional-certificates/sales-development-representative>

**Learn more about Consultative Selling:**

<https://www.kornferry.com/insights/featured-topics/sales-transformation/5-benefits-of-a-consultative-sales-approach>

**Learn more about Customer Success Manager:**

<https://blog.hubspot.com/service/customer-success-manager>

**For more info on Sales for Entrepreneurs:**

<https://www.forbes.com/sites/theyec/2021/08/18/nine-sales-tips-entrepreneurs-wish-theyd-known-when-they-first-started/>

<https://insight.kellogg.northwestern.edu/article/podcast-how-can-entrepreneurs-develop-a-stellar-sales-pitch-2>

**How to Improve Sales Skills:**

<https://hbr.org/2017/05/how-to-improve-your-sales-skills-even-if-youre-not-a-salesperson>

**Recommended Book:** *Quiet: The Power of Introverts in a World That Can't Stop Talking*

<https://a.co/d/89dTE4J>

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## Jobs

**For sales roles at ADP:** <https://jobs.adp.com/teams-roles/sales/>

**For sales roles at BNP:** <https://group.bnpparibas/en/careers/all-job-offers/united-states>

**For sales roles at Colgate:** <https://jobs.colgate.com/go/Sales-&-Marketing/8517100/>

**For sales roles at Emerson:**

[https://hdjq.fa.us2.oraclecloud.com/hcmUI/CandidateExperience/en/sites/CX\\_1/requisitions?keyword=Sal](https://hdjq.fa.us2.oraclecloud.com/hcmUI/CandidateExperience/en/sites/CX_1/requisitions?keyword=Sal)

[es&lastSelectedFacet=CATEGORIES&location=United+States&locationId=300000000229164&locationLevel=country&mode=location&selectedCategoriesFacet=300000067390066](https://www.foxcareers.com/Search/SearchResults?page=0&jobFunction=&brand=&subBrand=&brandCategory=&country=&location=&locationType=&experienceLevel=&keyword=Sales&language=undefined&latitude=0&longitude=0)

**For sales roles at Fox:**

<https://www.foxcareers.com/Search/SearchResults?page=0&jobFunction=&brand=&subBrand=&brandCategory=&country=&location=&locationType=&experienceLevel=&keyword=Sales&language=undefined&latitude=0&longitude=0>

**For sales roles at HireRight:** <https://careers-hireright1.icims.com/jobs/intro>

**For sales roles at Home Depot:** <https://careers.homedepot.com/job-search-results/>

**For sales roles at IBM:** <https://www.ibm.com/careers/us-en/search/>

**For sales roles at Johnson and Johnson:**

<https://jobs.jnj.com/en/jobs/?search=&team=Sales&country=United+States&pagesize=20#results>

**For sales roles at Johnson Controls:**

<https://jobs.johnsoncontrols.com/job-search-results/?category=Sales%20%26%20Marketing&location=United%20States&country=US&radius=25>

**For sales roles at Martin Marietta:** <https://jobs.jobvite.com/martinmarietta/search?r=&c=Sales&q=>

**For sales roles at Morgan Stanley:**

[https://morganstanley.eightfold.ai/careers?pid=549770583443&Country=United%20States%20of%20America&BusinessArea=sales%20and%20trading&domain=morganstanley.com&sort\\_by=relevance](https://morganstanley.eightfold.ai/careers?pid=549770583443&Country=United%20States%20of%20America&BusinessArea=sales%20and%20trading&domain=morganstanley.com&sort_by=relevance)

**For sales roles at News Corp:** <https://newscorp.com/careers/search?s=Sales>

**For sales roles at S&P Global:** <https://careers.spglobal.com/jobs?page=1&categories=Sales>

**For sales roles at Unilever:**

<https://careers.unilever.com/search-jobs/Sales/United%20States/34155/1/2/6252001/39x76/-98x5/100/2>

**For sales roles at Verizon:** <https://mycareer.verizon.com/jobs/?search=Sales&pagesize=20#results>