



DRIVER

Your career profile



UPSKILLED

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Choose a career that's right for you

The secret to having a fun and exciting career lies in matching your personality style to careers you'd love the most.

Suitability for a career is determined by a number of factors, including your personality style. If you choose a career based on your strengths and personality you will enjoy your job and be happier at work. Employers call these your employability or transferable skills.

In our research, we've found that people are most successful when they are in jobs that allow them to use their natural strengths. Knowing your personality style is one of the best ways of finding out what you are good at, and the careers that best match.

You are unique

Each of us have great potential, and each personality style have their own unique strengths and weaknesses. Your individual talents, what you're good at, how you like to do things and what you enjoy most can be different from your family and friends, and that's what makes you unique!

Knowing your strengths can help you choose a career and even how you spend your spare time. But that's not all. When you use your strengths, you start to build your self-esteem. This is because using your strengths gives you a feeling of positive energy and gives you the confidence that you are doing something well.

Upskilled can help you take the next step

At Upskilled we want to help you succeed in life by helping you get the qualifications you need to pursue the career of your dreams. Upskilled is a learning RTO that innovates the effective and efficient delivery of vocational qualifications to working professionals at certificate and diploma level. As one of the largest Registered Training Organisations in Australia, we partner with businesses and career-minded individuals to secure superior measurable outcomes. Check out what courses are available [here!](#)



Your career personality profile

No right or wrong style

Career Profiler uses four style identifiers, (D) DRIVER, (P) PROMOTER, (S) SUPPORTER and (A) ANALYSER. When blended together in varying percentages, these four personality styles make us who we are.

There is no right or wrong style, and one style is not better than another. The way you like to do things may not be the same as others. This doesn't make them better or worse, just different.

Life and careers are all about relationships. How you get along with your friends, partners and the people you work with will determine how well you do.

All styles can succeed or fail. What's important is what you do with your talents and the skills and education you receive.

Your personality graph



Dominant style

DRIVER

Backup style

DRIVER

Style intensity

People are a blend of all four styles and each style has its own level of strength. This graph indicates how each style influences your personality. The highest is your Dominant style, which governs how you behave most of the time. The second highest is your Backup style. It's like your co-pilot and kicks in when there's a need for balance and sound decision making. When styles are of equal percentage the order to determine your style is D, P, S then A.

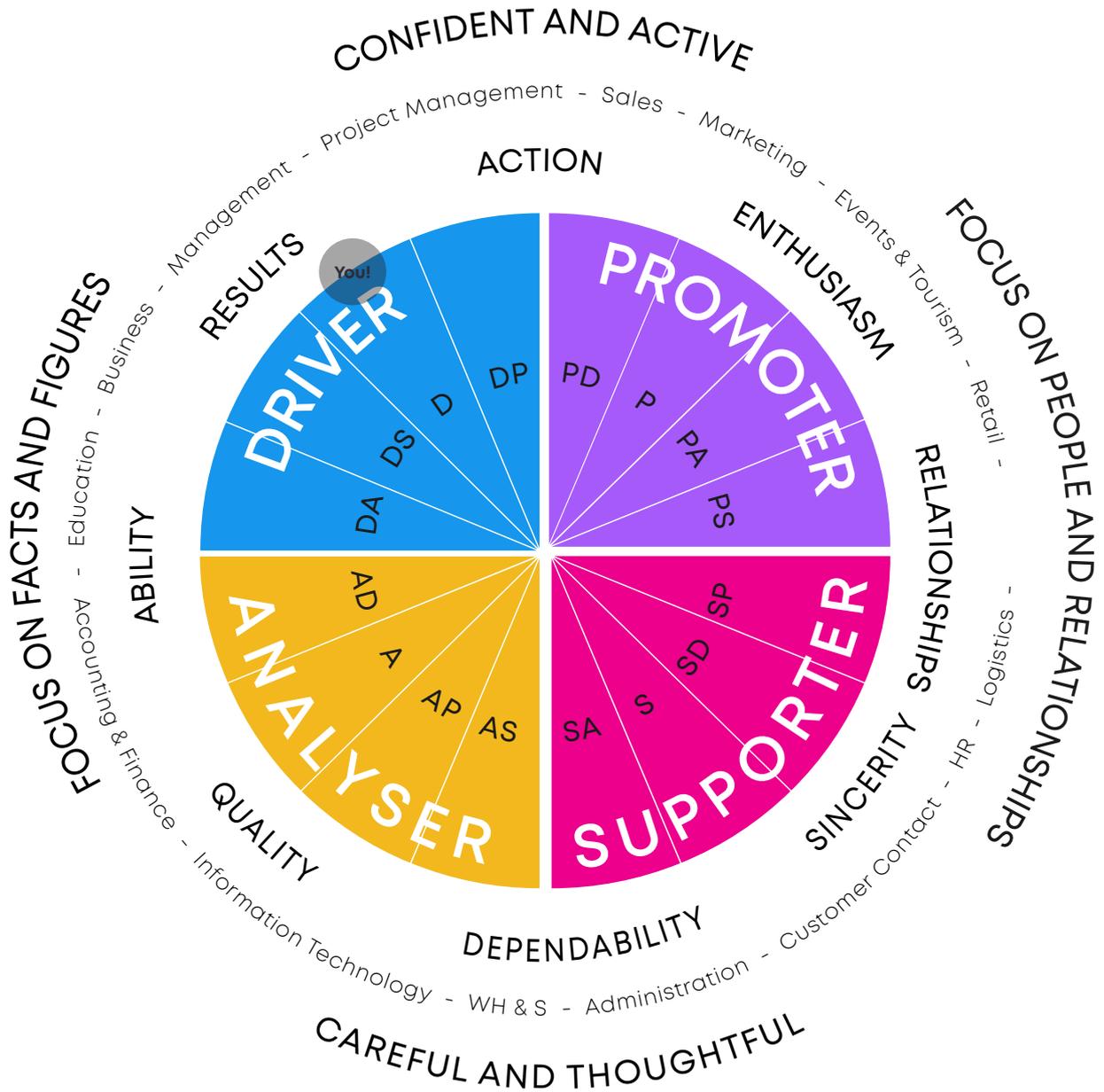
Drivers are adventurers – strong willed, practical and decisive. They're action oriented and results driven. Drivers like to lead and win every challenge.

Promoters are socialisers – outgoing, fun and charming. They're great communicators who inspire others with their imagination.

Supporters are helpers – kind, dependable, and practical. They're easy to get along with and enjoy helping people.

Analysers are thinkers – great with facts and numbers. They're well-organised, strive for accuracy and like to pay attention to details.

Your career personality map



How to interpret your career personality map

The Map is divided into the four Career Profiler styles, DRIVER | PROMOTER | SUPPORTER | ANALYSER | and combinations of each style (DA, DP, DS etc.). Your style is shown as 'YOU ARE HERE'. The outer circle represents 'what you focus on' and 'how you approach life'. A Driver focuses on facts and figures and is confident and active; a Supporter focuses on people and relationships and is careful and thoughtful. The middle circle shows examples of careers that match your strengths. The inner circle represents 'what's important to you' - for Drivers it's results and for Promoters it's enthusiasm.

Alright, so I'm a **driver**



Words that describe you

**strong-willed, independent,
practical, energetic,
competitive, forceful,
determined, ambitious and
demanding**

Drivers are not easily side-tracked, and they can't be pushed into doing something they don't want to do. This can make you very stubborn. You say exactly what you think, and sometimes this upsets other people, but you don't really care. You can be pushy and bossy when you feel it is necessary—usually when things are not going your way. You are a straightforward person, who can take care of things on your own.

You are confident when it comes to making decisions and taking charge, and once you have your mind set on something, you go after it. You are willing to take risks, because you know exactly what you want. You are not afraid to tackle new situations; you love a challenge, especially if you are the winner.

You have heaps of energy; in fact, you are so active that you often can't sit still. You like to be in charge and make things happen quickly. You don't like to wait around. You are great at solving problems and are an entrepreneur.

The following descriptions about you, your qualities and strengths are great to include as content to in your resume. For more information about resumes go to www.myresume.com.au

Your work-related strengths

- Starting and developing projects
- Being able to change direction quickly
- Making work an exciting challenge
- Being practical and realistic
- Having a 'get the job done' approach
- Being a no-nonsense person
- Being willing to take risks and try new things

The qualities you bring to a job

- You accept challenges
- You get results
- You make decisions
- You solve problems
- You like being in charge
- You are focused on the job

"Drivers are determined, loyal people who have great confidence."



Your perfect workplace

Drivers are best where you:

- Are the boss and in charge
- Can be challenged
- Are managing people
- Make the decisions
- Are rewarded for doing a good job

Things you like

- To have new ideas and be creative
- To be in charge and make things happen
- To prove that you can do it
- To have things move quickly
- To be respected for what you can do

What you are good at

- Solving problems
- Planning and research
- Pushing the team to get things done
- Accepting challenges
- Focusing on goals and getting results
- Being a leader and manager

What we admire about you

- You are a determined
- You have confidence in yourself
- You aren't easily side-tracked
- You can't be pushed into doing something you don't want to do
- You say exactly what you think
- You are independent
- You know what you want, and you go after it
- You play to win

How you can make a difference

You make a difference by “being yourself”.

Being yourself means using your strengths and the things you're good at. But being yourself is not enough. You also need to have skills and qualifications so that you can use your personal strengths to be the best you can.

People with a DRIVER ANALYSER style similar to yours make a difference by:

Taking charge

Your leadership skills compel you to take charge and be in control. You make a difference when it's needed to turn a business around or solve a problem because you are willing to back yourself. Your self-confidence and leadership qualities encourage others to follow and support you.

Setting high standards

Your natural instincts to win mean that you set high standards for yourself and others. You make a difference by encouraging others to be the best they can be and not to expect anything less than success. You respect loyalty and hard work.

Accepting challenges

You enjoy a challenge that uses your ability to think outside the box, be innovative and take action. You make a difference by encouraging others to get on with it, take calculated risks and challenge themselves.

Being a creative thinker

You make a difference by being a visionary, a “future oriented” person who doesn't look back. You are good at developing plans, schemes and concepts, sometimes the bigger the better. Nothing is impossible. You use a logical approach to design and innovation.

Catching on quickly

You make a difference by catching on quickly about how to do a job or what a project needs. You value the skills you have and those of others and are ready to employ their expertise to achieve the outcome you seek.



Your top 5 career recommendations

Here's why we suggest these careers for you...



With no shortage of energy and a decisive, no-nonsense work ethic, you are well suited to fast moving jobs. You exude confidence and your drive and motivation will help you succeed. Your willingness to take risks and try new approaches combines well with your persuasive style of communication. You're driven and assertive, and this confidence will help you move forward and achieve results. You aren't a stranger to hard work and your determination means you go after your goals with everything you have.

Administration and Business

Industry description

Administration and Business incorporates a broad range of contexts around admin, management, marketing, communications, and strategic implementation. Whether you're aiming for boardroom success, or want to thrive on your own terms in small business, you will accelerate your skills development and enhance broader vocational understandings. You'll be able to build sophisticated skill sets, allowing yourself to thrive in the administrative aspects of any professional role in the commercial sphere.

[Find out more](#)

Qualifications:

BSB50215 - Diploma of Business
BSB50415 - Diploma of Business Administration
BSB50215/BSB60215 - Double Diploma of Business and Advanced Diploma of Business

Career options:

Accounts Payable Clerks
Executive Assistant
Office Administrator
Office Manager
Senior Executive
Supervisor

Leadership and Management

Industry description:

The Diploma of Leadership and Management addresses the core leadership competencies required of managers in today's commercial environment. It is particularly appropriate for those with operational or technical backgrounds who are now tasked with the managing of others. It is also an excellent induction module for newly promoted staff, and a valuable resource for the more experienced manager.

[Find out more](#)

Qualifications:

BSB61015 - Advanced Diploma of Leadership and Management

BSB61215 - Advanced Diploma of Program Management

BSB42015 - Certificate IV in Leadership and Management

BSB51915 - Diploma of Leadership and Management

Career options:

Department Manager

Leading Hand Marketing Director

Marketing Strategist

Regional Manager

Team Leader

Sales and Customer Contact

Industry description:

There are so many reasons to aim for a career in Sales and Customer Contact. Upskilled offers a range of online courses for people who work in roles on the organisational frontline, specifically in team-based environments. These workers might find jobs that are in contact centre situations, or other sales roles. Sales and Customer Contact can be a busy, dynamic and satisfying job sector; and people who choose to work in it really benefit from accredited, contemporary skills.

[Find out more](#)

Qualifications:

BSB30215 - Certificate III in Customer Engagement

BSB40615 - Certificate IV in Business Sales

BSB40315 - Certificate IV in Customer Engagement

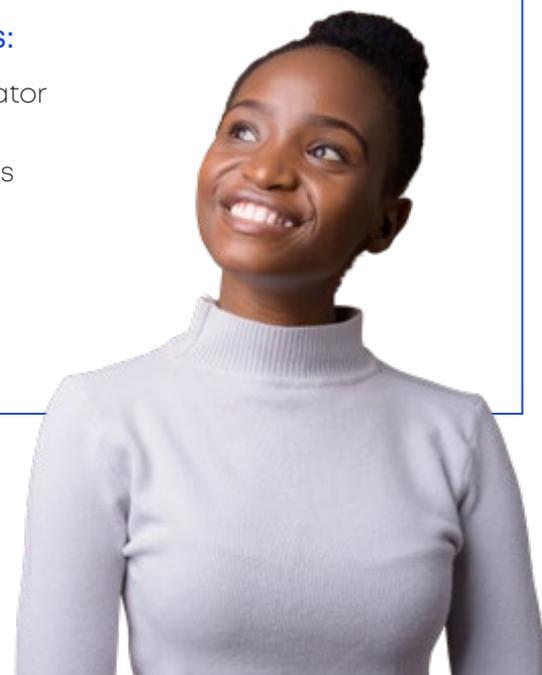
Career options:

Call Centre Operator

Sales Consultant

Customer Services

Representative



Marketing and Communication

Industry description:

In a global market characterised by the online footprint and social media saturation, it is increasingly challenging to develop marketing strategies that cut through the sheer volume of advertising we are all daily confronted with. Marketing is no longer a luxury, rather a necessity that has a profound and measurable impact on every organisational bottom line.

[Find out more](#)

Qualifications:

Advanced Diploma of Marketing
Diploma of Marketing
Cert. IV in Marketing

Career options:

Direct Marketing Officer
Marketing Director
Marketing Strategist
Product Manager
Public Relations Manager
Public Relations Officer

Project Management

Industry description:

From its traditional role as a driver in construction, engineering, and IT sectors, Project Management has evolved into a dynamic discipline that shapes the operations of middle and large sized organisations across every industry. Project Management calls for advanced vocational skills around costing and compliance, scheduling and risk, problem solving and procurement—skills that, in combination, make PM professionals highly employable going forward.

[Find out more](#)

Qualifications:

BSB41515 - Certificate IV in Project Management Practice
BSB51415 - Diploma of Project Management

Career options:

Communications Liaison
Contracts Officer
Project Administrator
Project Analyst
Project Leader
Project Support



It's time to
take the next step >



UPSKILLED

Congratulations!

You've taken the first step by getting an idea of what careers are well-suited for your personality.

Upskilled recruits only the best education consultants and trainers to help you achieve your career dreams. With over 90 nationally recognised qualifications, Upskilled offers you everything you need to step into the right career for you.

Now's the time to speak to an education consultant
about your career options by calling 1300 009 924
or visit our website

www.upskilled.edu.au

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