

11 Ways To Spot A "Good Jobber!"

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"It's easy to knock a man down, it takes effort to help him up."

An integral link in the automotive supply chain, the jobbers provide an invaluable service to many. In an attempt to help you recognize the good ones, we've compiled a list of 11 common traits.

1. A "Good Jobber" embraces change. Change within their field, change within their store and changes to the way things are done. A "Good Jobber" knows that to survive they must "adapt or perish!" A "Good Jobber" not only embraces change, they are flexible and mutable. Compromise and adaptation is their middle name.
2. Open to positive and supportive criticism, a "Good Jobber" welcomes such feedback. They know that feedback is the true food of champions. Of course the "Good Jobber" is also a Great Team Player. There truly is no "I" the Jobber's team. It's 'all for one, and one for all!'
3. Never satisfied with the 'status quo' the "Good Jobber" is always seeking new ways to grow and develop. The "Good Jobber" knows that even if you're on the right track, an oncoming train will flatten you if you just sit there.
4. Imagination is fuel that drives the "Good Jobber". When presented with new and exciting challenges they will rise to the challenge and get creative. When facing a wall the creative Jobber makes a doorway.
5. The bed-fellow to imagination is risk. A "Good Jobber" knows that risk is a part of life and subsequently a part of business, therefore they embrace it. When new ideas, products, or systems are presented, they welcome the competitive challenge.
6. Chaos is not welcome in the world of the "Good Jobber". Focused and measured in their actions, they move from task to task in a carefully orchestrated manner. No effort is wasted and no task overlooked.
7. Because a "Good Jobber" is a real team player, they are also a people person. They understand what drives their staff and their customers. A good listener, the "Good Jobber" is always ready to lend a sympathetic ear because the "Good Jobber" knows you learn more from listening that you ever do from talking!
8. Nobody's perfect, yet the "Good Jobber" knows that work is not the place for personal problems and does not burden their associates with such matters. Inner control and a professional demeanour are the outward appearance of the "Good Jobber". You will never see fits of rage or screaming at staff. The "Good Jobber" knows that when you lose control – you lose.
9. Responsibility for ones actions is also a "Good Jobber" trait. There's no 'buck-passing' with them in command. If the "Good Jobber" undertakes a task they assume full responsibility for whatever they can. They know that this is an excellent opportunity to shine.
10. The "Good Jobber" has never really left "school" – life is a permanent teaching ground for them. They know that information and education provide tools that afford opportunity. They know that "with knowledge comes power."
11. And finally, the "Good Jobber" is giving. Giving of their time, their attention and their resources. They've structured their affairs such that they can operate a profitable yet generous operation.

The opener to this article said that it really doesn't take much to knock a person down. Destruction has always been easier and quicker than building things up. And in today's economy we need to support each other a little more frequently, because the old maxim is still true: "United we stand, divided we fall."

And for those of you who are reading this and thinking "I'm not a jobber... it doesn't apply to me." Look again, and look more closely. Simply replace the words "Good Jobber" with your professional designation and magically these points apply to you too – they're universal. Author: <http://www.JamesBurchill.com> - James is a freelance writer and consultant