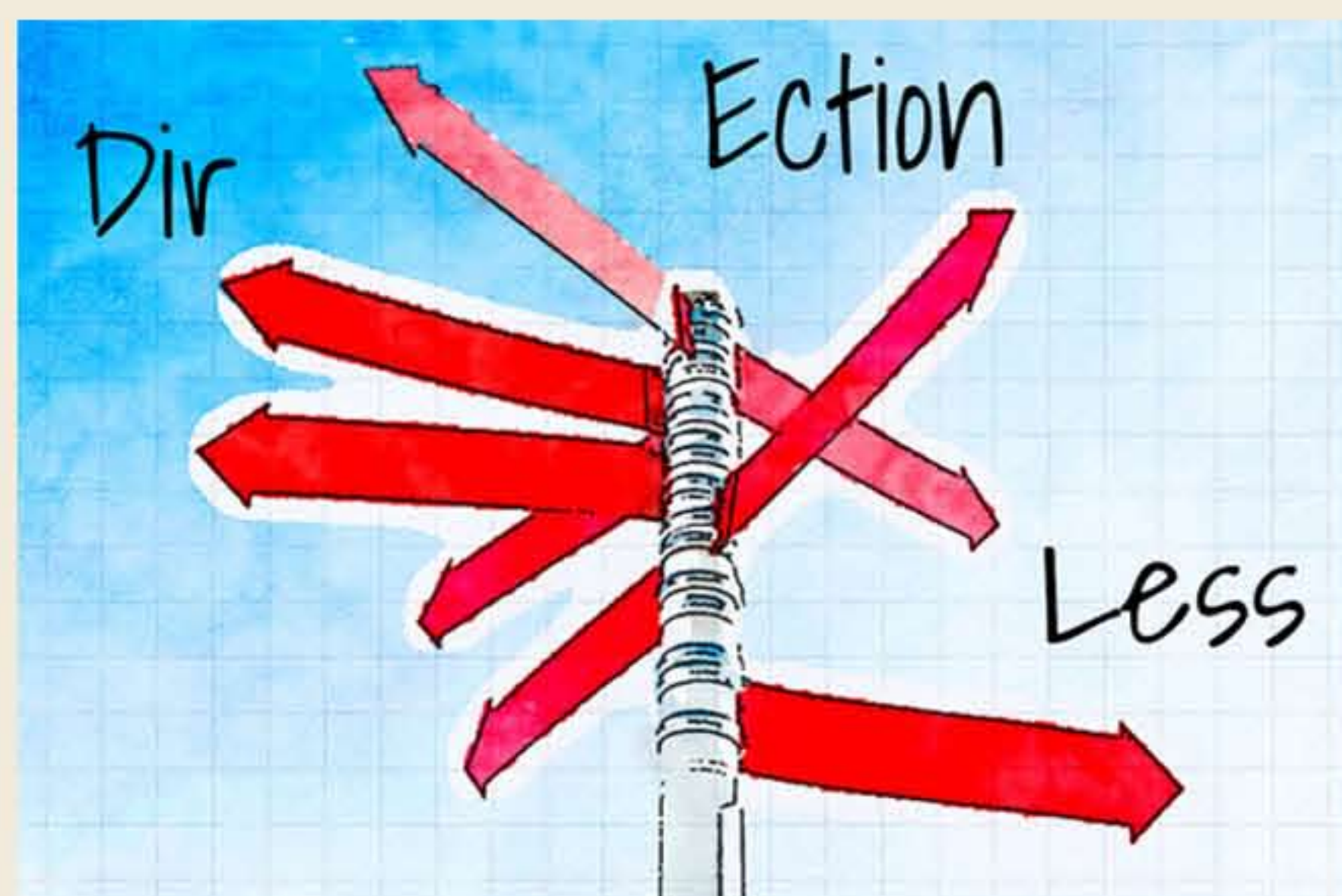


Don't Leave So Quickly! Find Your Place in Interiors!



Dear Stephen:

I have been out of college for four years and have been working at a furniture company for three of those years. I love design and color and being in a creative environment I can touch and feel. Funny part is, even though I've always loved the creative arts, I was a business major in college. Now, I am thinking of going back to school for textile design, or maybe even industrial designer. I am hesitating, though, because it seems like if I want a future in the interiors industry with a decent company I should be focused on sales. The truth is I just like working

with product, but every time I interview at a manufacturer or re-seller all they talk about is sales. They say I have the look and attitude and that I would do great. That may be so, but this is 100% NOT what I want to do. I have no interest in studying to be an interior design, either. I just want to work with the products architects and designers specify. What's my future in this industry if I do not want to be in sales? Do I have one? I am still so young and want to explore all my options. Point me in the right direction!

Directionless Daria



You can send your workplace questions to Stephen at: StephenSays@bellow.press.

Questions selected to be answered, will appear in this column. Please use the Subject: Stephen Says for all emails. Stephen Viscusi is a bestselling author, television personality, and CEO of The Viscusi Group, global executive recruiters located in New York. Follow Stephen on Twitter @WorkplaceGuru, Like Stephen on Facebook; and follow him on LinkedIn.

Dear Directionless Daria:

Please don't be discouraged! There is place for you, believe me. The truth is that we desperately need more millennials interested in the interior furnishing industry! You may know that millennials are now the largest generational demographic in the workforce.

What you may not understand, though, is that this means our industry needs to increase the number of millennials in our ranks. Across industries, however, the millennial tendency to jump around jobs has been tricky

More jobs more experience! Everyone seems to be catching on. So, I'm here to urge you to look a little more closely at our industry before you give up on it.

to manage. This isn't a normative judgment. The workforce has changed and employee expectations have changed in kind. It's only natural that people change jobs. I try explain this to my clients, so when they see someone has had a job for only two years, they realize this is the new normal and a good thing.

More jobs more experience! Everyone seems to be catching on. So, I'm here to urge you to look a little more closely at our industry before you give up on it.

I agree that there seems to be a push for everyone to sell, but most industries push sales. That is because everyone is desper-

ate for sales people. What good is having an excellent product if there aren't any buyers. The truth is, though, that the interiors industry offers far more opportunity for different types of jobs than most industries. Yes, you tend to make more money in sales, but that is not always true. And yes, the creative jobs are very competitive, but there really are plenty of other interesting jobs in furniture and design related fields.

Go on any company website and you'll find roles in E-Commerce, marketing, product development, project managing, textiles creation, and industrial design. Of course there are even more

opportunities if you're willing to venture out of the creative realm.

All of the major companies have excellent jobs in accounting, finance, and, my personal favorite, human resources. As you seem to understand, it can be great to work in any capacity for a creative company.

If you open your mind a bit, you really can do anything you want. In fact, as long as you are willing to relocate to the corporate headquarters where most non sales jobs are located, the sky's the limit. So take your classes, explore your interests, and then come back to us. We'll be waiting.

Stephen