



Work Related Strengths:

- x Observant, with an excellent memory for factual information
- x Able to see what needs to be done and realistic about what is necessary to complete it

## Popular Occupations for ESTPs

In listing occupations that are popular among ESTPs, it is important to note that there are successful people of all types in all occupations. However, the following are careers ESTPs may find particularly satisfying and some of the reasons why. This is by no means a comprehensive listing but is included to suggest possibilities you may not have previously considered. Although all of these occupations offer the potential for career satisfaction, the future demand for some careers is anticipated to be greater than for others.

### Sales/Service/ "Action"

Police officer	Firefighter
Paramedic	Detective
Investigator	Corrections officer
Real estate agent	Emergency medical technician (EMT)
Exercise physiologist/sports medicine	Respiratory therapist
Flight attendant	Sports merchandise sales
Insurance fraud investigator	Private investigator/detective
Personal fitness trainer	Flight instructor
Flight engineer	Commercial helicopter pilot
Ship and boat captain	Military officer
Intelligence specialist	Probation officer
Gambling establishment manager	Criminologist and ballistics expert
Insurance adjuster, examiner	

Many ESTPs find careers in area of civil service to be satisfying because they offer a high degree of action, variety, and opportunity to interact with many people from diverse backgrounds. Many of these positions require ability to think and react quickly to rapidly changing situations and keep cool under stress. Naturally curious and observant, ESTPs often make excellent detectives and investigators.

### Finance

Personal financial planner	Auditor
Stockbroker	Banker
Investor	Insurance sales
Budget analyst	Insurance agent/broker

The world of finance is often interesting to ESTPs, especially when it involves rapidly changing situations and contains a certain amount of risk. A love of excitement and risk taking means they often do well gambling or "playing" in the stock market. They are realistic and pragmatic people, enjoying careers that require problem solving, even if it means using unconventional approaches. Most of these areas of finance include lots of interaction with the public, and ESTPs' friendly and easygoing style helps them meet people and acquire clients.

Entertainment/Sports

Sportscaster	News reporter
Promoter	Tour guide and agent
Dancer	Bartender
Auctioneer	Professional athlete/coach
Fitness instructor/trainer	Entertainment agent
Radio and television talk show host	Television camera operator
Musician	Studio, stage, and special effects technician
Actor or performer	

These "entertainment" careers offer plenty of opportunity to have fun, a critical element in career satisfaction for ESTPs. ESTPs live for the here and now and enjoy work that lets them be active and lively. They are natural promoters yet also enjoy the adventure and thrill of performance. Many ESTPs are sports fans and excel in jobs where sports are central, including competing with and training others. They prefer to work around other people as much as possible and can be charming and persuasive bartenders and auctioneers.

Trade/ "Hands-On"

Carpenter	Craftsperson/artisan
Farmer	General contractor
Construction worker	Chef/cook
Electrical engineer	Electronics specialist
Technical trainer (classroom setting)	Logistics and supply manager (manufacturing)
Surveyor	Network integration specialist (telecommunications)
EEG technologist/technician	Civil engineer (repairs of transportation infrastructure)
Industrial/mechanical engineer	Radiological technician
Aircraft mechanic	Marine engineer

ESTP