Careers for ENTJ Personality Types

“Everything’s Fine—I’m in Charge”

Whether you’re a young adult trying to find your place in the world, or a not-so-young adult trying to find out if you’re moving along the right path, it’s important to understand yourself and the personality traits that will impact your likeliness to succeed or fail at various careers. It’s equally important to understand what is really important to you. When armed with an understanding of your strengths and weaknesses, and an awareness of what you truly value, you are in an excellent position to pick a career which you will find rewarding.

**ENTJs generally have the following traits:**

- Driven to turn theories into plans
- Highly value knowledge
- Future-oriented
- Natural leaders
- Impatient with inefficiency and incompetence
- Want things structured and orderly
- Excellent verbal communication skills
- Dislike routine, detail-oriented tasks
- Self-confident
- Decisive

ENTJs are especially well suited to be leaders and organization builders. They have the ability to clearly identify problems and innovative solutions for the short and long-term well being of an organization. Having a strong desire to lead, they’re not likely to be happy as followers. ENTJs like to be in charge, and need to be in charge to take advantage of their special capabilities.
ENTJ Careers

BUSINESS
Administrator
Administrator: health services
Advertising account manager
Executive
Franchise owner
Information services – new business developer
International sales and marketing
Logistics consultant (manufacturing)
Management consultant: computer/information services, marketing, reorganization
Marketing executive: radio/TV cable broadcast industry
Marketing manager
Media planner/buyer
Network integration specialist (telecommunications)
Office manager
Personnel manager
Sales manager
Sales manager: pharmaceuticals
Senior manager
Technical trainer

CONSULTING/TRAINING
Business consultant
Corporate team trainer
Educational consultant
Employment development specialist
Labor relations
Management consultant
Management trainer
Program designer
Telecommunications security consultant

FINANCE
Corporate finance attorney
Credit investigator
Economic analyst
Economist
International banker
Investment banker
Mortgage broker
Personal financial planner
Stockbroker

PROFESSIONAL
Attorney
Biomedical engineer
Chemical engineer
Environmental engineer
Intellectual property attorney
Judge
Psychiatrist
Psychologist
Science/social science teacher

Excerpt from Do What You Are by Paul Tieger and Barbara Barron-Tieger
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