

# **Careers for ESTP Personality Types**

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.

## **ESTPs generally have the following traits:**

- Action-oriented
- Live in the present moment
- Dislike abstract theory without practical application
- Like to see immediate results for their efforts
- Fast-paced and energetic
- Flexible and adaptable
- Resourceful
- Seldom work from a plan - make things up as they go
- Fun to be around
- Highly observant
- Excellent memory for details
- Excellent people skills
- Good-natured
- Excellent ability to see an immediate problem and quickly devise a solution
- Attracted to adventure and risk
- May be flashy or showy
- Like initiating things - not necessarily following them through to completion

ESTPs have some advantageous traits that are unique to their personality type. Their skills of observation make them extremely good at correctly analyzing and assessing other peoples' motives or perspectives. Their people skills allow them to use this knowledge to their advantage while interacting with people. For this reason, ESTPs are excellent salespeople. They also have a special ability to react quickly and effectively to an immediate need, such as in an emergency or crisis situation. This is a valuable skill in many different professions, perhaps most notably in action-oriented professions, such as police work. ESTPs enjoy new experiences and dealing with people, and dislike being confined in structured or regimented environments. They also want to see an immediate result for their actions, and don't like dealing with a lot of high-level theory where that won't be the case. For these reasons, they should choose careers that involve a lot of interaction with people, and do not require performing a lot of routine, detailed tasks.

# ESTP CAREERS

## SALES/SERVICE/"ACTION"

Police officer  
Fire fighter  
Paramedic  
Detective  
Pilot  
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

## FINANCE

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

## TECHNICAL/TRADE

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

## BUSINESS

Real estate broker/agent  
Entrepreneur  
Land developer  
Wholesaler  
Retail sales  
Car sales  
Management consultant (business operations)

Franchise owner