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One calendar year ago, around this exact time of day, I was probably sitting in gridlock on the Ben Franklin Bridge heading home to my little studio in Philadelphia. I was working as territory manager at a third party logistics company. My alarm was set for 5:00am to be in the office by 6:30. I didn't love commuting to the office that early in the bone chilling cold, but when you work in a grossly saturated industry like logistics, you learn to take any diffrenatator you can find and run with it. Decision makers for freight get ~25 calls a day from folks who do exactly what I did. Who was going to call first that day?

I never liked anything about the freight industry specifically. The 13 hour days, having to be on call during weekends and the absolute throat punch to my "work life balance" (whatever that means) was enough to exhaust anybody. What I liked was being the best. That's what got me out of bed every morning - knowing that I was making a conscious decision to be the best that day.

It started with exceeding my training class, then my team, then my office, then my division. We were trained to be outside salespeople. That meant sneaking into open dock doors and fumbling around warehouses looking for shipping managers. Talk about cold outreach! One afternoon, after being threatened with a gun, I decided to take the rest of the day to work in a coffee shop. I logged into my office's Zoominfo account and started making calls. It didn't take long for those calls to result in signed contracts from the largest enterprises in my company's history.

Corporate tapped me on the shoulder and asked me to begin conducting weekly phone training for the northeast. I was making big enough commission checks that I was able to support my parents during financial hardship. There were talks about me opening up the Pittsburgh office as the youngest manager in company history. I felt like the king of my little world.

But it wasn't enough. I didn't want to build a foundation in logistics. I wanted to work remotely at a software company (pre pandemic when that was still a big deal). I turned down the Pittsburgh gig to be an AE at Toggl. I. After a year of success I was hired as the VP of Sales at Silktide, digital compliance software out of the UK.

The formal transition between AE and VP is a ping pong game between Dunning Kruger and Imposter Syndrome. I need to know I'm doing everything I can and more to facilitate my growth and more importantly, the growth of my team. I will never stop growing and working to make sure those who chose to invest in me see a return. I believe limitations are self imposed and often a result of those we choose to surround ourselves with. That is the mutual value I see in us collaborating.

