



Popular Occupations for ESTJ's

SALES/SERVICE

- Insurance sales agent
- Sales (tangibles): computers, real estate
- Chef
- Military officer
- Teacher: trade/industrial/technical
- Government employee
- Sales representative: wholesale and manufacturing
- Security guard
- Sports merchandise/equipment sales
- Pharmaceutical salesperson
- Cyber security specialist
- Police/probation/corrections officer
- Funeral director
- Occupational health and safety specialist
- Ship and boat captain
- Regulatory compliance officer
- Purchasing agent
- Aviation inspector
- Personal trainer
- Athletic coach
- Athletic trainer
- Sales agent: securities and commodities
- Underwriter
- Credit analyst
- Cost estimator
- Budget analyst
- Police and detective supervisor
- Commercial airplane pilot
- Transportation coordinator
- Flight engineer
- Construction and building inspector
- Real estate appraiser
- Paralegal
- Legislative assistant
- Insurance adjuster
- Court clerk
- Hotel and motel manager
- Environmental compliance inspector
- Recreational therapist
- Sound technician

TECHNOLOGY/PHYSICAL

- Engineer: mechanical/applied fields
- Auditor

- General contractor
- Construction worker
- Pharmacist
- Clinical technician
- Accounting internal auditor
- Technical trainer
- EEG technologist/technician
- Diagnostic medical sonographer
- Paralegal
- Network and computer systems administrator
- Database administrator
- Organic farmer

MANAGEMENT

- Project manager
- Office manager
- Administrator
- Factory supervisor
- Database manager
- Purchasing agent
- Regulatory compliance officer
- Budget analyst
- Health services administrator
- Chief information officer
- Management consultant: business operations
- Logistics and supply manager
- Bank manager/ loan officer
- Credit analyst/ counselor
- Property manager: commercial/ residential
- Bill and account collector
- Food service and lodging owner
- Network and computer systems administrator
- Nursing director
- Construction manager
- Association manager and adviser
- Treasurer, controller and chief financial officer
- Private sector executive

PROFESSIONAL

- Dentist
- Physician: general medicine
- Stockbroker
- Judge
- Executive
- Teacher: technical/trades
- Civil/mechanical/metallurgical engineer
- Corporate finance lawyer
- Electrical engineer
- Primary care physician
- Industrial engineer

- Paralegal
- Lawyer
- Pharmacist
- School Principal
- Chief information officer

(Adapted from "Do What You Are" by Tieger & Barron-Tieger)