



SALES MANAGERS TIPS AND STRATEGIES #11

TIPS FOR BUILDING A
COMPANY CULTURE THAT
ATTRACTS GREAT TALENT

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Sales Manager Tips and Strategies: # 11

*As Sales Manager you need to train daily to improve your skills so you can become the **BEST of the BEST**. That's why athletes train daily to become the best!*

I have always believed in the old saying “You are never too old to learn”.

- Finish your sales meeting off with each salesperson giving a quote of the day
- Hire the best and train them to be better
- Always be wanting to improve your skills
- Have your team come to sales meetings prepared
- Look for ways to keep your team motivated
- If you Talk the Talk, make sure you can Walk the Walk
- Make your decisions on productivity not politics
- Create a culture on clear accountability
- Have the ability to overcome adversity and resistance
- Be assertive to drive outcomes
- Motivate your team to take action
- Engage your team with a compelling vision and mission
- Strive for consistency
- Your most valuable asset is your time! Don't waste it
- Don't set rules in “concrete” have flexibility in certain circumstances
- Have good sales contests
- Celebrate and monitor small wins
- Appreciate your salespeople
- Do what you say you will do
- Make your decisions on productivity not politics
- Create a culture on clear accountability
- Have the ability to overcome adversity and resistance
- Be assertive to drive outcomes
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