

6 WAYS YOU MAY BE KILLING YOUR OWN DEALS

Maybe it's not your co-workers who are killing your deals, maybe it's YOU! Don't be your own worst enemy, and avoid these traps:

1 POOR SALES SUPPORT

Even though you are in sales and not customer service, you still need to excel at supporting your customers. You need to be able to provide competent service no matter what the question is or how difficult your client may be.

2 WASTING TIME

Don't blame the 4 minute water cooler conversation with coworkers as the reason you didn't get back to your prospect. Take control over your own schedule, stop procrastinating, and respond to your customer's in a timely manner. A late response is a deal breaker!

3 COMPLAINING

It's human nature to bitch and moan to our coworkers, but please don't complain to your customer. Even if you do think the implementation team is working extremely slow, don't mention that to your client. Throwing coworkers under the bus is never a good idea and can kill your deals.

4 LAZY DATA ENTRY

Did your co-worker really mean to "steal" your lead? Or did you forget to attach your name to that deal and update your CRM showing you had a successful call with the client? Don't blame losing a deal on a sales thief, because maybe your laziness in data entry is what caused you to lose the prospect.

5 SABOTAGE

Are you sabotaging your own deals? One way sales reps sabotage their own deals is by focusing on the deal, not the customer. It's not about you, it's not about closing the deal, and it's not about crushing your quota. It's about the customer. If you keep that in mind, all those other things will fall into place.

6 BAD MANAGEMENT

I'm not talking about having a bad sales manager you can point the finger at. But maybe you are mis-managing your opportunities and killing your own deals. You need a system in place to keep all of your deals moving forward. Organize your sales life today!