

Get More
from your Sales Team



Managing a Sales Team

- Now you are responsible for yourself..and a Sales Team
- This is where you find out, what motivates your team is a little different to you
- How they do their sales job isn't quite how you went about it



Managing a Sales Team

Life's changed

- Now it's about hitting quota and targets through Leading other people
- Oh and remembering to manage your boss, while developing your team and yourself



The Environment

The environment you are operating as a Sales Manger in includes your market, customers, competitors and

- At times a volatile mix of, spats, jealousy, competition and misunderstandings amongst your sales team.....



What do you do?

1. Set Goals that Challenge
2. Know everyone Personally
3. Always be aware of Morale and Group Dynamics



Set Goals that Challenge

Any Sales Manager can set goals such as activity, attendance, producing reports, meeting deadlines, being the no 1 team etc

- Stand out, be different,
- Go beyond the usual goals, be creative



Set Goals that Challenge

- Establish short and Long term goals, involve your team
- Explain how they can benefit from achieving the Goals



Set Goals that Challenge - examples

- To Gain 100 new client testimonials in 4 months
- Find out 3 new facts about each of your customers such children's names, hobbies what do they love about their business



Know Everyone Personally

One of the biggest mistakes some sales managers make is:

- Attempting to distance themselves from their sales team
- The meaning your team might give this, is that you don't care..they are just a number!



Know Everyone Personally...by

- Taking an interest in them and their lives
- Ask about their lives outside work
- Know their families, hobbies, interests



Always be aware of Morale and Group Dynamics

- This is where sensitivity is key
- Keep an eye on team morale
- If it drops, take action and pick it up quickly



Always be aware of Morale and Group Dynamics

- Be aware of team interactions
- Know who gets on and who gets on each others nerves
- When snarls rear their head, step in fix it and move on



Get More from your Sales Team

Know that you can Get more from
your Sales Team and

Keep your Sanity.....Enjoy the journey



For a free 60 minute MP3 on solutions to the problems new sales managers face every day, visit www.SalesManagerMastery.com

