

Sales Managers: BDU's Top Five Tips for 2019

Description

Manage a sales team? Try these five tips from BDU to help your sales people meet and exceed their 2019 goals.

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FOR SALES MANAGERS

BDU'S TOP 5 TIPS

for Maximizing Sales in 2019

SALES ASSOCIATE PROFILE



Download this free tool from the BDUTensil library and have each sales person complete the form. This will allow you to determine their "triage" areas for improvement and put a development plan in place to close the gaps in those areas.

30/60/90 DAY GAME PLAN

Complete a 30/60/90 day game plan with each sales associate. Your plans should have very specific activity and result goal, and they should be measured on a regular basis.



ONE-ON-ONE MEETINGS



Hold regularly scheduled one-on-one planning sessions. Make sure to meet with each of your direct reports at least monthly.

TEAM MEETINGS

Hold regularly scheduled sales team meetings. Just like the individual meetings, team meetings also should be conducted on a regular basis.



THE FIVE "RIGHTS"



Ask yourself, "Do I have the RIGHT number of the RIGHT people doing the RIGHT number of the RIGHT things RIGHT?"
If not, figure out what needs to be adjusted.



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