
Shared Traits Of Highly Profitable Outbound B2B Telephone Sales Representatives

- + Passionate**
 - + Great Listeners**
 - + Develop Coaches**
 - + Effective Speakers**
 - + Constantly Learning**
 - + Researchers & Planners**
 - + Efficient Time Managers**
 - + Effective Problem Solvers**
 - + Call With Tailored Questions**
 - + Know Their Decision Makers**
 - + Relentlessly Pursue Excellence**
 - + Effective Information Gatherers**
 - + Know How To Move Sales Forward**
 - + High Level Of Customer Knowledge**
 - + Build Strong Personal Relationships**
 - + Build Strong Customer Relationships**
 - + Know The Decision Making Processes**
 - + Knowledge + Skills = High Confidence**
 - + Know How To Sell Against Competitors**
 - + Understand and Effectively Convey ROI**
 - + Match Benefits To Specific Customer Needs**
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Salespeople That Share The Following Traits	Win High
Margin Sales	
Regardless If Their Price Is A Bit Higher	Regardless Of
Their Competition	Regardless If Their
Solutions Are The Best Fit	