

10 Components Of A Job Description That Leads To Profitable Sales Growth

**Job Descriptions That Lead Outbound B2B Telephone Sales
Organization's To Achieve And Maintain Continuous Profitable
Sales & Customer Growth Share These 10 Common
Characteristics:**

1.) Focus On:

- a) Performance**
- b) Results**

2.) Motivate & Inspire Top Sales Prospects

3.) Create A Vision Of:

- a) What They Will Learn**
- b) How They Will Grow**
- c) What They Will Achieve**

4.) Establish A Clear & Accurate Understanding Of The Sales Organization's:

- a) “Performance Driven” Culture**

5.) Reinforce The Sales Organization's Commitment To:

- a) The “Achievement Of Excellence”**
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6.) Detail The Exact:

- a) Productivity & Performance Goals**
 - b) Minimum Accepted Performance Results**
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7.) Identify The Sales Management System As:

- a) A “Results Driven” System**
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8.) Describe The Sales Organization’s:

- a) Performance Measuring**
 - b) Performance Monitoring Processes**
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9.) Explain The Performance “Development” Process

- a) Focus Talk**
 - b) Written Development Plan**
 - c) Final Written Development Plan**
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10.) Protect The Company When A Legal Termination Occurs