



THE ANATOMY OF A SUCCESSFUL SALESPERSON

Having a natural charm, charisma and intelligence will only get you so far. There are specific personality traits and characteristics you need to be a 'successful salesperson'.



Business acumen

A thorough understanding of how your prospective and client's businesses work will help you to sell more products and services. Two thirds of salespeople (67%) say knowing the client's business is one of the key sales skills.



Drive and determination

Many salespeople fear failure. Success is accepting that (A) in sales it's part of the job and (B) having the courage to keep going to make the next sale. 26% of salespeople with more than 7 years' sales experience are 'achievers' in personality. Be autonomous but not the lone wolf and have a killer work ethic.



Patience and perseverance

Sales success is an art, it takes time and perseverance. Patience is also a key quality, especially when negotiating. Knowing how to create, communicate and capture value ensures a win-win for both parties.



Passion and dedication

The best sales leaders focus on the "why" not the "what". Passionately believing in your service or product creates an emotional connection with your client. This belief will be apparent in the people you are selling to, helping to achieve buy-in.



Motivation and focus



Regularly setting yourself goals and targets will help you stay focused and constantly engaged in your clients and the sales. The more you stay focused on your goal, through productivity and tenacity, the more success you'll have.

Outgoing and sociable



Sales is all about people and relationships. 31% of salespeople, with more than 7 years' experience, consider themselves to be relationship builders. A nurturing attitude helps build trust. Rapport is a key building block to knowing your client's business.

Confidence and charisma



Self-confidence and charisma is important when executing sales and ideas. 11% of experienced salespeople are "charmers". Developing a positive self-image of yourself as the expert is crucial; people buy into confidence and hard work.

Creativity and innovation



Sales is story telling. It must be compelling, creative and captivating. The most creative salespeople are often the best presenters, painting a dynamic vision of how their product or service fits the client's needs and achieves their goals.

The Better Salesperson

Lee R. Beach, Terry Connolly



The Better Salesperson:

Iceberg Selling: Become a Better Salesperson by Looking Below the Surface Karl Becker, 2023-10-31 Close more deals by understanding what your customer really wants Too often we hear the message that selling is shallow In reality it is the opposite The most effective salespeople are the ones who dive deeper who prioritize relationships and stay focused on the big picture of what they are playing for Iceberg Selling is a technique based on the understanding that for every person company and situation you can only see 10% of what is really going on Using single serving lessons and real life anecdotes you will learn a series of mindsets and best practices that show you how to explore that 90% hidden underwater By practicing Iceberg Selling you will bring more value to customers deepen your connections and take your sales and life to a higher level

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things you need to know to in order to sell Each chapter outlines one of the 50 ideas and gives three strategies for putting it into practice Some ideas will surprise you all will inspire you Put these simple strategies together and you have a recipe for sales success a formula that will unlock your selling potential Whether you want to build lasting and profitable customer relationships hunt down new clients or are just beginning to work in a sales related field this book provides the tools and techniques you need to sell more With dedicated sections on being a Farmer or a Hunter on customers and for novices it gives you everything you need to know

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Customers for Life Carl Sewell, Paul B. Brown, 2002-11-19 In this completely revised and updated edition of the customer service classic Carl Sewell enhances his time tested advice with fresh ideas and new examples and explains how the groundbreaking Ten Commandments of Customer Service apply to today's world Drawing on his incredible success in transforming his Dallas Cadillac dealership into the second largest in America Carl Sewell revealed the secret of getting customers to return again and again in the original *Customers for Life* A lively down to earth narrative it set the standard for customer service excellence and became a perennial bestseller Building on that solid foundation this expanded edition features five completely new chapters as well as significant additions to the original material based on the lessons Sewell has learned over the last ten years Sewell focuses on the expectations and demands of contemporary consumers and employees showing that businesses can remain committed to quality service in the fast paced new millennium by sticking to his time proven approach Figure out what customers want and make sure they get it His Ten Commandments provide the essential guidelines including Underpromise overdeliver Never disappoint your customers by charging them more than they planned Always beat your estimate or throw in an extra service free of charge No complaints Something's wrong If you never ask your customers what else they want how are you going to give it to them Measure everything Telling your employees to do their best won't work if you don't know how they can improve

Creative Selling William H. Bolen, 1992

The Psychology of Decision Making Lee R. Beach, Terry Connolly, 2005-01-05 The Psychology of Decision Making provides an overview of decision making as it relates to management organizational behavior issues and research This engaging book examines the way individuals make decisions as well as how they form judgments privately and in the context of the organization It also discusses the interplay of group and institutional dynamics and their effects upon the decisions made within and on the behalf of organizations

The Global Chameleon Vincent S Daniels, 2005 International selling differs greatly from domestic sales The global economy requires salespeople and managers who can navigate the world of international business including the complexities of multiple languages and cultures distance trade barriers and the shifting norms of business ethics This book helps the global salesperson and manager to overcome these obstacles and excel in international sale

Negotiating with Backbone Reed K. Holden, 2012 Offers strategies and advice on retaining pricing power for business to business salespeople who have to negotiate with procurement departments

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