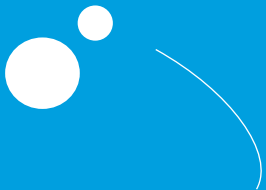


Super manager vs. Super Rep

Are you adding value to your organisation beyond closing deals?



Being a sales manager is rewarding but takes effort.

What are you good at?

Where could you improve?

Take our sales managers' "how can I do it better" test today to find out!



“Are you ready to challenge yourself to be the best sales manager you can?”

If yes, which of these 20 activities, below, have you completed in the last quarter?

This test focuses on what you have actually done, to give you an honest insight into your areas of success & those you can work on to improve.



How will you score?

Allow 1 point for each activity you have completed in the last quarter

“I have invested my time and energy to help at least one person in my team overcome significant challenges they face in the field.”

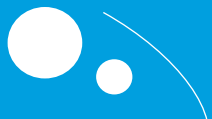
“I have carried out a coaching session of at least 15 minutes with each member of my team, where we openly discussed their strong points and areas for development.”

“I have made conscious efforts to align the sales team with our corporate strategy.”

“I publicly celebrated the success of one of, or all of my sales team.”

“I have spent at least ½ a day analysing our market situation and reviewing our sales strategy to see if it can be improved.”

Score / 5



| How will you score?

| Allow 1 point for each activity you have completed in the last quarter

“I have consciously set up a joint sales call with one of my team where the agreed goal was for me to “show how” to sell a company product / service.”

“I have made changes to the team function / interactions to improve team performance.”

“I have encouraged one of my team to improve their performance in an open and direct manner.”

“I have met with our marketing team to improve our collaboration and capacity to support the sales team in front of customers.”

“I have personally attended at least 10 customer meetings.”



Score .../ 5



How will you score?

Allow 1 point for each activity you have completed in the last quarter

“I said, “no,” to a request for discount from one of my team.”

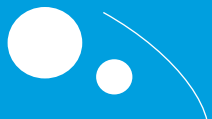
“I organised a team activity where the focus was on opening the door to new opportunities, for example, a telephone day.”

“I sat in on a key account review meeting, where one of my team led the discussions.”

“I lobbied my boss for resources or organisational changes to help our team to be more successful.”

“I did at least ½ a day self-development activities, including reading sales performance related books, attending sales / management training.”

Score / 5



How will you score?

Allow 1 point for each activity you have completed in the last quarter

“I followed up with each member of the team on our annual goals / metrics / individual territory plans.”

“I have taken steps to manage our collective energy levels, to avoid stress / overwork burnout.”

“I spent at least 2 hours investigating and understanding industry trends.”

“I invested time to help the sales team use new technology / CRM more effectively.”

“I took actions to help my team develop their careers in the future.”



Score .../ 5



How did you score?

Which areas do you need to improve to become an excellent sales manager?



A score of 15 or more:
Top of your game!
Think like an Olympian
and focus on continual
improvement.



A score of 10 to 15:
Fit for the role, but room
for improvement. Start
building in some of the
practices listed here today.



A score of less than 10:
Maybe you are more of a
'super rep' than a sales
manager – build a personal
development plan now!

About the sales manager test...

We didn't just make it up you know!

This test is based on an updated version of our sales manager boot camp white paper from 2014. In 2014, the Journal of Personal Selling & Sales management listed 56 key competencies for sales managers (vol. 34 Sep. 2014.)

The test was updated based on our experience through our own client programmes and our sales best practice database, (1000+ inputs,) to arrive at the 20 test questions.

Sure, every organisation is different, however, we think this “super rep vs super manager” test is a good starting point for discussion for most sales managers.



Next steps

Do you want to be a super sales manager?

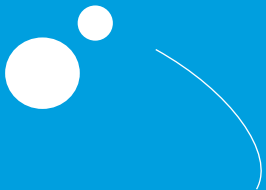
Join our sales management programmes.

If you want to be the best sales manager you can be, you need exposure to the top sales best practice and a well thought out, personalised training regime.

Contact us to help you define it :

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