

SERVICE-MINDED SELLING

Sales Management Assessment



Answer the following questions yes or no. Some questions refer to your sales manager. If you do not have a designated sales manager, answer the question based on the person who oversees or is responsible for your sales people.

1. We have a documented sales system that we teach all sales people and are followed religiously.
2. Our sales manager acts as a coach to our sales people.
3. Our sales people have documented expectations regarding their sales activity and results.
4. Our sales people have someone who provides leadership focused on their success.
5. Our sales manager provides motivation for our sales people.
6. Our company offers continual education to improve our sales people's skills.
7. We train our sales people on how to be a better sales person each month.
8. Our sales manager or sales people offer each other comradery.
9. We hold our sales people accountable for their activity and results by measuring and reviewing their results regularly.
10. Our sales people are recognized on a regular basis for their sales efforts and results.
11. We have a reporting system that tracks sales activity of every sales lead and provides management with confident sales forecasting.
12. I can count on the information my sales people tell me about their leads.
13. We are achieving or exceeding our sale team goals with the profitabililty we are seeking.

The more questions you answered **yes** to will bring you closer to achieving consistently high sales volumes with the type of customers you prefer. It is our goal at Sales Manager Now to have each or our clients answer yes to all these questions. If you answered **no** to the majority of the questions give us a call (509-293-4121) or send us an email (rene@salesmanagernow.com) and we can discuss how we might help.