



SALES MANAGERS TIPS AND STRATEGIES #10

TIPS FOR BUILDING A
COMPANY CULTURE THAT
ATTRACTS GREAT TALENT

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Tips and Strategies for a Sales Manager #10

If you enjoyed and learnt something from # 1-9, hopefully you will pick one or two things out of # 10.

“Just like in an athlete’s development, raw talent needs guidance and education to mature and make a positive impact. No athletic coach would let someone loose without coaching and mentoring. Why should you be any different in your business?”

If you get one or two tips out of this list it has been worth your while to read.

I have always believed in the old saying “You are never too old to learn”.

- Focus on solutions not problems
- Distance yourself from negative people
- Never give up the fight to be your best
- Hold team members accountable
- Reward positive results
- Set boundaries of what you will and won’t accept
- Always maintain positive self-talk
- Hire on attitude and train/coach the skills
- Lead by example and work as hard as anyone on the team
- Be your biggest supporter
- Listen to your team for feedback
- Appreciate the little things also
- Acknowledge your limitations
- As the team leader the buck stops with you
- Be someone that creates highly successful teams
- Be a warrior not a worrier
- Believe that Action conquers Fear
- Find a way or make one
- Make time for 1 on 1 meetings with your team
- Provide the vision for your team
- Be a steady influence for your team
- Understand the pipeline and know the numbers
- Be an effective manager
- Create a great workplace culture
- Do it RIGHT or Don’t do it
- Work to Live, don’t live to work
- Be a manager people want to work for because they like, trust and are inspired by you.

Your onsite and online Business Mentor and Professional Sales Coach

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