



SALES MANAGERS TIPS AND STRATEGIES #13

TIPS FOR BUILDING A
COMPANY CULTURE THAT
ATTRACTS GREAT TALENT

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Sales Manager Tips and Strategies: #13

*As Sales Manager you need to train daily to improve your skills so you can become the **BEST of the BEST**. That's why athletes train daily to become the best!*

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

- Break you day's down to bite size pieces
- Hang around positive people
- Have passion for your job
- Do the worst jobs in your day first and best last, then you finish every day positive!!
- Have good time management skills
- Don't work against time, work with it!!
- Messy desks – Messy minds!
- Don't mispronounce the client's name
- Action without a higher degree of purpose is a waste of time (Tony Robbins)
- Set-aside time to focus on your goals
- Know when to walk away from a deal
- View mistakes as a learning opportunity
- Always be wanting to find the right solutions for the problem
- Define your goals
- Have vision
- Be confident in what you do
- Develop your leadership skills
- Commit to growth
- Make time for your team
- Know when to be a Boss and when to be a friend
- Understand what motivates your team, it's not always money!
- Learn how and when to delegate effectively
- Know your core values
- Have a positive attitude
- Be accountable for your actions
- Be generous in your praise
- Practice, Practice, Practice
- Have good intentions
- Practice positive self-talk
- Having trouble attracting the right staff, build a strong culture
- Never stop learning

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