

CLIMBING TO PEAK PERFORMANCE
JOB COMPETENCIES FOR SALES TEAMS

Stock Photo

Superior performers don't just do more work, or better work, they approach their jobs differently, think about things in a different manner and do some critical things much more often than typical performers.

(A good competency model is based on behaviors that distinguish superior performers)

Picture of Job Competencies for Sales Teams material layout on page 2 of the comp model pdf.

Job Competencies for Sales Teams is a packaged teaching platform for rolling out job competencies in sales organizations.

Competencies were selected based on distinguishing behaviors of high performing representatives.

Competencies were selected based on over 4000 behavioral event interviews with high and typical performing sales representatives and over 1000 interviews with sales managers and executive leadership in sales organizations.

This teaching platform is the most comprehensive and interactive learning tool ever developed to train and sustain job competencies for sales teams.

The Job Competencies for Sales Teams Teaching Platform

Page 5 and 6 and graphics from page 9

CEMAL THERE should be something that prompts the viewer to download the Job Competencies for Sales Team PDF for a comprehensive description of the teaching platform.

Picture on Page 3 of COMP MODEL PDF

Job Competencies for Sales Teams includes four distinct competency models:

- Sales Representative: A representative who sells products to individual customers.
- Account Representative: A representative who sells products to large accounts or institutions.
- Specialty Representative: A representative who sells a specialty product or who works within a specialized knowledge base.
- Service Representative: A representative who sells company services or who has a role as a service provider in lieu of selling products.

Job Competencies for Sales Teams can be Customized for Company Initiatives and

Branding

All of the materials within the platform can be customized with your company's name and logo as well as your choice of workshop theme.

(RightHands Resources can also provide Train the Trainer sessions for workshop facilitators.)

If your organization can benefit from Job Competencies For Sales Teams contact

RightHands Resources at:

Email: info@righthandsresources.com

Phone: 914-220-5465

Pages 5 and 6 from PDF