



# Top Behavior of High Performing Sales Reps.

## Expertly Manage their Territory




Top performers are very good at managing their "territory" - they understand it well, they understand the numbers they have to hit and have a plan on how to be successful. This elite group analyzes their customers' buying trends to look for opportunity to increase their wallet share.

## Good at Networking




The top performing sales reps are very good at networking but not the "networking" you may be thinking of. They are well networked within their own organization, they build relationships with with internal support staff and with external vendors and partners. These relationships enable the rep. to get things done quicker and more efficiently which gives them more selling time.

## Building Pipeline




Top performers are building pipeline every day, they are skilled at uncovering opportunity and creating a plan to close the business.

## Spending Enough Time with Customers & Prospects




Top performers spend the proper time with customers and prospects however, the time spent alone is not the only success factor, they know what to do when in front of customers and prospects. Imagine simply increasing the amount of time under performers spend with customers, this alone would likely not improve their success in fact it may hurt it. Top performers always have a plan before a meeting, they have clear objectives and think about what the customers/prospects objectives are.

## Spending Time with their Manager and Leadership




This group of high performers spend time with and get attention from their manager and other senior people in their own organization.

## Constantly Learning



Top performers set aside time each week to learn. They learn about the products and services they sell, their target market and competition.

## Prioritize Customer Needs



Top performers are great listeners and prioritize customer/prospect needs. Showing the customer that you understand what they are trying to accomplish gains trust and credibility.

## Drive Behavior to your Team

Sales leadership needs to drive and enforce the behavior that produces results. To accomplish this you need a tool to help drive the right behaviors.



Microsoft  
Dynamics 365

Microsoft Dynamics 365 is a leading Customer Relationship Management solution that enables you to define best practice behaviors and monitor your team's compliance. Customer Insights analyzes your data and provides timely and relevant information, suggested actions, and predictions that help your reps succeed. Machine learning inside Dynamics 365 can analyze years of historical sales data, identify opportunity and drive activities to your team.

**Let us show you how Dynamics 365 can transform your sales team**

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