

The Top 5 Sales Mistakes

Small to Mid-Size Businesses Make*



63%

Don't know if their sales training is effective and if they are properly preparing their sales rep(s) for success.



65%

Don't have separate and distinct sales territories to ensure they are maximizing revenue and eliminating territory conflict.



65%

Don't compare sales rep's quota to their overall company goal to ensure alignment.



74%

Don't do initial or ongoing training to ensure their sales reps have the knowledge needed to be effective.



75%

Don't know their competition and fail to differentiate themselves routinely and effectively.

Companies that take the time to understand their competitors, build a solid sales infrastructure *before* investing in training, establish clear territories for their sales reps and make sure their quotas align with goals will have a **300X+** better chance of making their sales goals.

We can help.

Contact your local Outsourced Sales VP who can help you build the right processes, programs and teams to drive growth!



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*Data compiled from Sales Xceleration Sales Agility Assessments