

# Five characteristics of a good SALESPERSON

## WHAT MAKES A GOOD SALESPERSON, AND WHAT TRAITS OF THEIRS CONTRIBUTE TO THE SUCCESS OF ANY MARKETING STRATEGY?

**1**

### PEOPLE-FOCUSED

- Establish professional working relationships.
- Create a positive first impression.
- Present a positive attitude in communications.

### ATTENTIVE

- Actively listen and don't just hear.
- Understand client needs.
- Work attentively to solve challenges.

**2**

**3**

### CONFIDENT

- Display self-confidence.
- Have confidence in your abilities.
- Encourage confidence in your offering.

### COMMITTED

- Upskill in your career.
- Be open-minded to new methods.
- Have ambition.
- Be eager in your job.

**4**

**5**

### EMPATHETIC

- Appeal to your client's sentiments.
- Connect emotionally to clients.
- Communicate relationally.

# Great Sales

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