

REQUIREMENTS PROFILE FOR SALES EXECUTIVES

Key qualifications for the role of „Quality Manager in Sales“

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PERSONAL COMPETENCES

analyst	Captures the sales competencies and development potential of employees in a structured way
	Analyzes the degree of sales quality of employees on the basis of observable criteria
model	Is model for high quality sales conversations, also fulfils the quality criteria
	Reflects also in the presence of employees own sales discussions
sales coach	Is regularly in contact with sales staff about the topic "sales quality" and gives constructive feedback
	Instructs sales employees to develop their own solutions to optimize their sales quality.
presenter	Together with employees, measures sales quality and develops strategies to increase it
	Leads quality circles (collegial discussions to optimize sales quality)