

5 Stages of Sales Management – Where Are You?

1

INITIAL

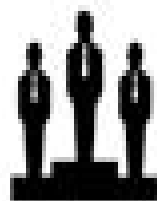
- Watch sales numbers only
- Carrots & sticks
- No leading indicators



2

MOTIVATE

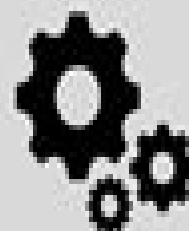
- Contests
- Leaderboards
- Spiffs



3

EXECUTE

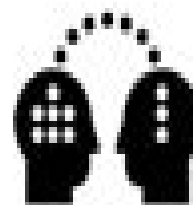
- Disciplined sales process
- Activity & pipeline standards



4

COACH

- Consistent and structured coaching and 1:1's
- Defined onboarding process



5

ALIGN

- Aligned metrics from execs to reps
- Manage in real time
- Data drives action



Sales Management

Lei Shi



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