



# **EIGHT KEY QUESTIONS TO ASSESS YOUR SALES REPS' "CAPACITY TO DO IT"**

**Talentfoot Executive Search and Staffing**



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Sales leaders often face the complex task of ensuring their teams are well-equipped to meet the demands of their roles.

To refine your evaluation, ask yourself these questions:

## Question 1

### Do Your Sales Reps Possess the Necessary Skills?

**Skill Assessment:** Evaluate the proficiency of your sales reps in essential sales skills.

**Gap Identification:** Identify areas of improvement to tailor training programs.

## Question 2

### Are the Necessary Tools and Resources Available?

**Resource Availability:** Check if your sales reps have access to the required tools.

**Resource Utilization:** Assess how effectively they utilize these resources.



# 8 KEY QUESTIONS TO ASSESS YOUR SALES REPS' "CAPACITY TO DO IT"

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## Question 3

### Is There a Defined Path for Skill Development?

**Development Plan:** Ensure there are clear pathways for skill development.

**Training Effectiveness:** Evaluate the impact of training on their performance.

## Question 4

### How Do Your Sales Reps Handle Real-World Challenges?

**Problem-Solving Ability:** Assess their ability to solve problems and adapt to changes.

**Learning from Mistakes:** Check if they learn from their mistakes and improve.

## Question 5

### Are Your Sales Reps Adaptable to New Technologies and Methods?

**Tech-Savviness:** Evaluate their willingness and ability to adapt to new tools and techniques.

**Continuous Learning:** Ensure they are keeping up with industry advancements.

## Question 6

### How Well Do Your Sales Reps Collaborate with Others?

**Team Collaboration:** Assess their ability to work effectively within a team.

**Cross-Functional Interaction:** Evaluate how well they interact with other departments.





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### Question 7

#### Do Your Sales Reps Have the Support They Need to Succeed?

**Support System:** Ensure there is adequate support and guidance available.

**Feedback Reception:** Check if they are receptive to feedback and coaching.

### Question 8

#### Are Your Sales Reps Able to Meet and Exceed Targets Consistently?

**Target Achievement:** Evaluate their consistency in meeting or exceeding sales targets.

**Performance Improvement:** Check for trends of improvement in their performance over time.



# HIRE THE BEST

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**Talentfoot specializes in finding top-tier sales talent.**

These questions are aimed to help you and your team delve deeper into the "Capacity to Do It" aspect of the GWC framework, thereby assisting you in identifying and nurturing the intrinsic motivations of your sales reps toward achieving remarkable sales outcomes.

If you need more assistance, resources, or help in your search, please email us at **[info@talentfoot.com](mailto:info@talentfoot.com)** or call us at **1-800-381-4511**.

