

# 9 ATTRIBUTES OF A GREAT SALES LEADER



DEMONSTRATES  
TRUST



CREATES A MOTIVATING  
ENVIRONMENT



SETS AND  
COMMUNICATES CLEAR  
OBJECTIVES AND GOALS



SUPPORTS  
AND EMPOWERS  
OTHERS



COMMITS TO  
FOLLOW-THROUGH  
AND COMPLETION



LISTENS  
ATTENTIVELY



REMAINS  
VISION-ORIENTED



FOSTERS TEAM  
ENVIRONMENT



FOCUSES ON PEOPLE,  
NOT TASKS

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