

PERFORMANCE

POWER SKILLS

In order to be a high performer, you need to reboot your mind to develop power skills and leadership habits. This requires overcoming your complacency, fears, and self-limiting beliefs. It's an iterative journey, with each step improving your professional development.

How 11 Power Skills Will Swiftly Boost Your Career:

To kick off this series, listeners are introduced to the 11 power skills you need to boost your sales career.

Problem Solving:

P Confidence to use knowledge, facts, and data to see gaps and solve problems. Ability to share ideas and concepts with team and management. Open door to brainstorm, seek opportunities, and think outside the challenge.

Engagement:

E Positivity and relatability to form deeper and fuller engagement with team, peers, and management. Bond of empathy by being genuine and demonstrating acceptance of alternate perspectives.

Resilience:

R Strength to bounce back from setbacks, obstacles, difficulties, and failures. Confidence in ability to prevail and handle stress positively.

Flexibility:

F Capability to learn, unlearn, and relearn. This is a must with the fast pace of new and emerging changes in job requirements, organizational pivots, industry trends, and technology.

Originality:

O Courage to ask "why," imagine new possibilities, and develop new opportunities and solutions.

Resourceful:

R Embrace technology to keep pace with emerging fast-paced changes and the future of work.

Magnate:

M Demonstrate empowered leadership and motivation to explore potential areas of growth and interest.

Agility:

A Capacity to pivot and change direction according to needs of team, department, organization, market, or industry.

Negotiation:

N Capability to find common ground with team, internal customers, external partners, and management to reach mutually beneficial goals.

Collaboration:

C Ability to work effectively with team and managers to drive outcomes. Do this by sharing knowledge, contributing ideas, considering alternate perspectives, flexibility to work with diverse styles, and building mutually beneficial relationships.

Exchange Information:

E Clear, concise, and positive communication is a cornerstone of organizational success. It requires confidence to present and share concepts succinctly while radiating interest in other viewpoints.

Unlock Performance Skills for Your Sales Growth:

Tie everything together in this final installment of the series, and moreover, discover how you can carry these insights into a successful new year.