

14 Important traits of highly successful sales people

Sales personality types aren't just useful for knowing whether it can make you a good salesperson but also it makes you learn how to change your selling methods based on the type of person to whom you are selling.

Experts consider the following approaches when selling to different personality kinds :

Assertive (Also called driver)

- Be professional and come prepared, answer accurately means make short statements and quickly get to the point.
- Provide examples of your product's benefits.
- Show how your product grows the person among his/her competitors.
- Use business metrics instead of subjective descriptions.

Amiable

- Pitch a vision and not a product.
- Build a bond before start selling.
- Tell other clients' experience with the product and services, and also about how it addressed their problems.
- Instead of feeding them with a lot of information, gradually guide the person through the sales process.
- Give personal guarantees such as refund policies.

Expressive

- Show data-based information for example case studies.
- Focus on the quality of the product.
- Check-in with the person frequently to check whether the person is really interested.

Here are the 14 most important traits of highly successful salespeople :

1. Care **about their Client's interests**: Understand their dreams, challenges, and goals and carefully consider why your solution is justifiable.

2. **They are Confident**: The customer will believe your product only when you believe in it. If you explain to your customer how your product is going to solve his/her problem, then definitely you have convinced him/her to buy your product.

3. **They are alert to changes**: A good salesperson is always aware of what impact the product will have on the people and surroundings and is ready to sell the product at any time.

4. **They engage, listen, educate and then sell**: Good salespersons never look like they are selling something instead they instill faith in the customer's mind about their product, educate the customer about their product, listen to the customer's point of view, and then sell the product.

5. **They are resilient**: Top sales gainers take rejection also as a motivation for the right sale and achieve a unique ability to face the difficulties.

6. **They are sociable**: They tend to be people-friendly and are effectively able to sell their products.

7. **They are good listeners**: Before starting selling products to your customers, you have to understand the customer's point of view.

8. **They are good multitaskers**: Great salespeople are also multitaskers and keep everything sorted like conducting multiple trains on a one-train track that, in turn, leads to better results.

9. **They provide insight**: In today's marketplace, customers are well-informed before reaching out to vendors. Simply,

providing product data is not enough but you have to identify customer needs and find tailor custom solutions that fit their needs.

10. They are persistent: It reminds customers that if any problem arises then, you are there to solve it after the product has been purchased so it will give you multiple chances to connect with them.

11. They are honest: They have an ethical approach in selling the products. Even if they lose a deal they are not disappointed.

12. They are focused: They don't get distracted by a pop-up message or office-gossips. They understand what they need, to be successful, and focuses on working harder and smarter to achieve it. They set goals and act with purpose.

13. They are optimistic: They tend to be upbeat and possess a great sense of humor. They focus on what they can control and don't let the rest drag them down.

14. They are broadminded: They keep themselves well-informed and have a broad view of achieving goals.

Always look for three important skills in a salesperson these are good people skills, self-confidence, and common sense moreover, they should have a customer-centric approach.