



5 Strategies To Manage Field Sales Team Successfully

#TipOfTheDay

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1. SET S.M.A.R.T GOALS

**specific, measurable,
achievable, relevant, timely
goals should be a priority**



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2. IMPLEMENT MOBILE SALES CRM

**track and monitor the
productivity of the team from
anywhere and at anytime**

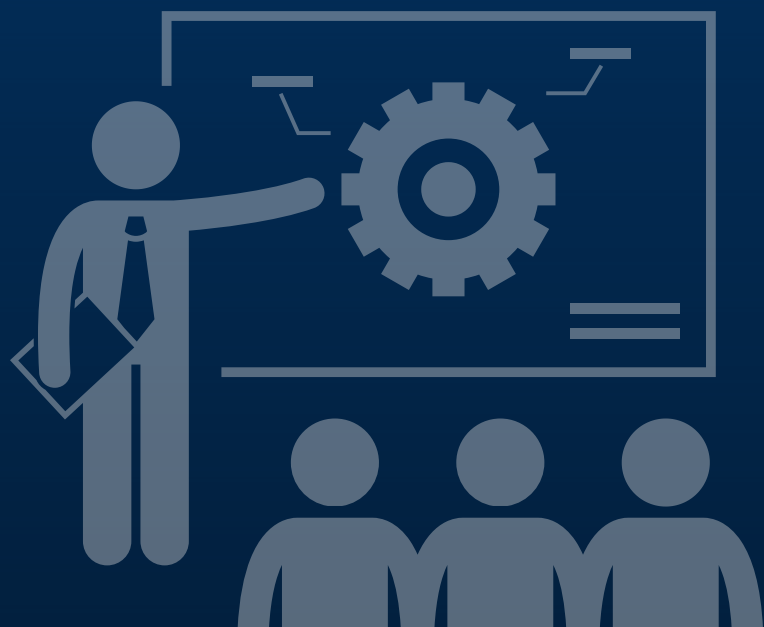


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3. PROPER TRAINING PROGRAM

**invest in training to
consistently develop product
knowledge and fundamentals**



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4. MONITOR SALES ACTIVITY METRICS

identify and monitor key metrics for result-driven productivity



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5. REWARD YOUR REPS

**find the right reward structure
that fits your team's needs**



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