



Top Ten Characteristics of a Sales Professional

To survive and thrive in today's competitive business world, the triumphant sales professional possesses and exploits the ten following characteristics:

1. Recognizes and takes advantage of opportunity
2. Resourceful with limited resources
3. Creative in nature (imitation deficient mentality)
4. Independent thinker, always challenging assumptions
5. Smart and dedicated taskmaster, searches for enabling people and technologies
6. Contagiously optimistic, avoiding apostles of doom
7. Innovator in changing times, always creating a new comfort zone
8. Mistake maker and risk-taker, turning the impossible into positive results
9. Visionary, finds opportunity within chaos
10. Leader and coach, brings forth the *best* in those around him or her

How many of the top ten characteristics describe you?