

Sales & Marketing Manager or Executive

How well are you and your team performing?

- 1) What is the team sales' goal?
- 2) What is your personal sales' goal?
- 3) What are the current gaps to goal?
- 4) What have you tried in order to enhance performance?
- 5) What has worked?
- 6) What hasn't?
- 7) If you could make anything happen right now, what would that be?
- 8) What are the opportunities that you've yet to capitalize upon that could make a big difference for you and your team?
- 9) What are the barriers or threats to meeting goal?
- 10) What does your team need more of from you?
- 11) What does your team need less of?
- 12) What support do you need to see it through?