

Sales Rep Qualifications

Willingness.

What is required to become a great salesperson?

It's simple! People that have willingness.

Willingness to fail.

Willingness to go through rejection.

Willingness to put in the hard work.

Willingness to learn and improve.

Willingness to face your fears, get out there and sell.

I found that most failed sales people are made up of people who are unwilling. Sales is not easy. Sales is not always fun. Sales is challenging and hard. If you don't have the willingness to experience these hardships and despite experiencing these hardships still persist and repeatedly pick up that phone after got told to "F off", then you will not make it as a sales person.

So be willing. It's not something that you need years to learn. It's not rocket science. It's simply deciding that you are willing, and then not going back on this decision.

If you are willing, it's inevitable that you will eventually be successful and you will make it.

So good luck!