

July 20, 2021

TEACHABLE MOMENTS

10 teachable (and non-teachable) skills of great salespeople

Some of the skills that drive high-performing salespeople are innate—they either have them or they don't. Others must be learned. SalesDrive's Christopher Croner spells out 10 of the most important to look for in building your sales team.

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What they're saying...

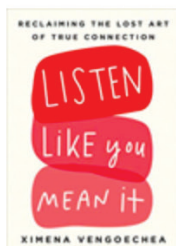
"Looking through a B2C lens allowed us to experiment with ideas that might inform or change the proven truths of our B2B practices."

— Olam International Managing Director Suresh Sundararajan on how looking beyond B2B can bring inspiration to your strategy

What we're reading...

Listen Like You Mean It: Reclaiming the Lost Art of True Connection

By Ximena Vengoechea



Too many of us listen on autopilot. We hear just enough to get our work done, maintain friendships or be polite. It's time to go deeper—to give and receive honest feedback, make lasting connections and discover who people truly are at their core. Thought leader Ximena Vengoechea's "Listen Like You Mean It" delves into the true art of listening—something we should all practice.

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