



SPECIAL FEATURE

The 5 Qualities of Extraordinary Salespeople

Is your applicant cut out to make the sale? Sales is a competitive business and a tough one at that. If a candidate doesn't have the right qualities in place, your team and company are going to lose big. So, what makes an individual a [good fit](#) for the job? Big "I" partner Caliper has outlined five traits of salespeople separate the extraordinary from the rest. Take a look:

#1 Self Motivated

Top salespeople are continually learning and improving their processes to keep up with their customers and competition. They take time to understand the product, the company, and customers to give the best experience possible. With this new-found knowledge, they put an action plan together and start building a foundation. Want sales to grow? You have to stay ahead of the game, and top sales performers know this and are willing to put in the extra work to make it happen. Remarkable salespeople have the focus and determination to strive for the best and more. Pushing past the distractions and setting goals for themselves is what puts them at the top. They're armed with a strategic action plan which will guide them to reach goals and not let setbacks stand in their way.



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