

10

SALES

WHICH ONE
ARE YOU?

PERSONALITY TYPES



ORDER TAKER

Systematic, accurate and easy to contact, but plays the waiting game and is never assertive.



CHASER

A master of follow-up. They're relentless by nature and contact prospects until they get the desired result.

CONVERSATIONALIST

Creates warm, welcoming, and relatable first impressions -an excellent match for luxury retail environments.



SCRIPT READER

Never deviates from the script or pitch but provides a reliable, comfortable and uniform brand experience.



EMPATH

Doesn't just care about making the sale, they also want what's best for the customer.



CLOSER

Goal-oriented, driven, and bold sales personality who can always ask for the sale without being pushy.

STUDIOUS

Lifelong learner with immaculate product knowledge and a master of answering objections.



EDUCATOR

Condenses complex products down for consumers and instills confidence in their product purchases. A perfect match for tech or SaaS sales.

NETWORKER

Welcomes every opportunity to meet new clients and start new relationships with others but neglects following up for long-term relationships.



Developing Your Sales Personality

L Towne



Developing Your Sales Personality:

Decoding **Developing Your Sales Personality**: Revealing the Captivating Potential of Verbal Expression

In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Developing Your Sales Personality**," a mesmerizing literary creation penned with a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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