

## Sales skills areas

- Product knowledge
- Time management
- Building rapport
- Active listening
- Presenting benefits
- Handling objections
- Prospecting
- Handling adversity
- Gaining commitment
- Confirming needs
- Handling rejection
- Self-motivation
- Self-coaching
- Integrity
- Reducing buyer's remorse
- Sales cycle management
- Asking tactical questions
- Asking strategic questions
- Territory management
- Continuous learning

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