

Quick Takes from

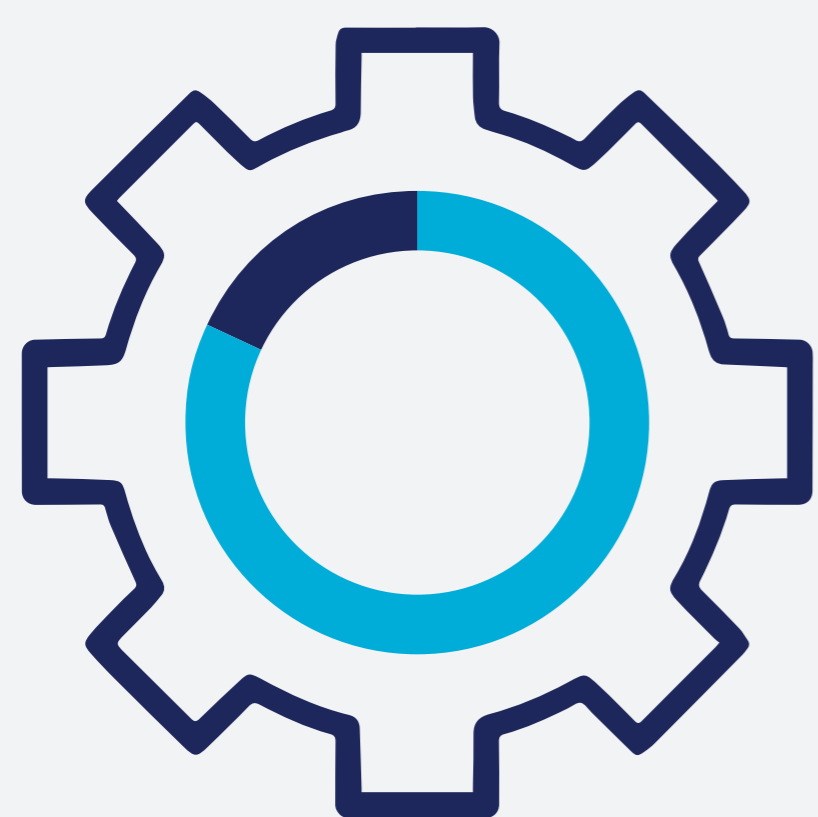
THE MEDIA SALES REPORT



65%

OF SALESPEOPLE ARE LOOKING FOR A WORK MODEL THAT IS EITHER 80% WORK-FROM-HOME & 20% IN-OFFICE OR COMPLETELY REMOTE.

52% OF SALESPEOPLE SAY THAT IT OFTEN TAKES 5 OR MORE ATTEMPTS BEFORE SUCCESSFULLY SCHEDULING A SALES APPOINTMENT.



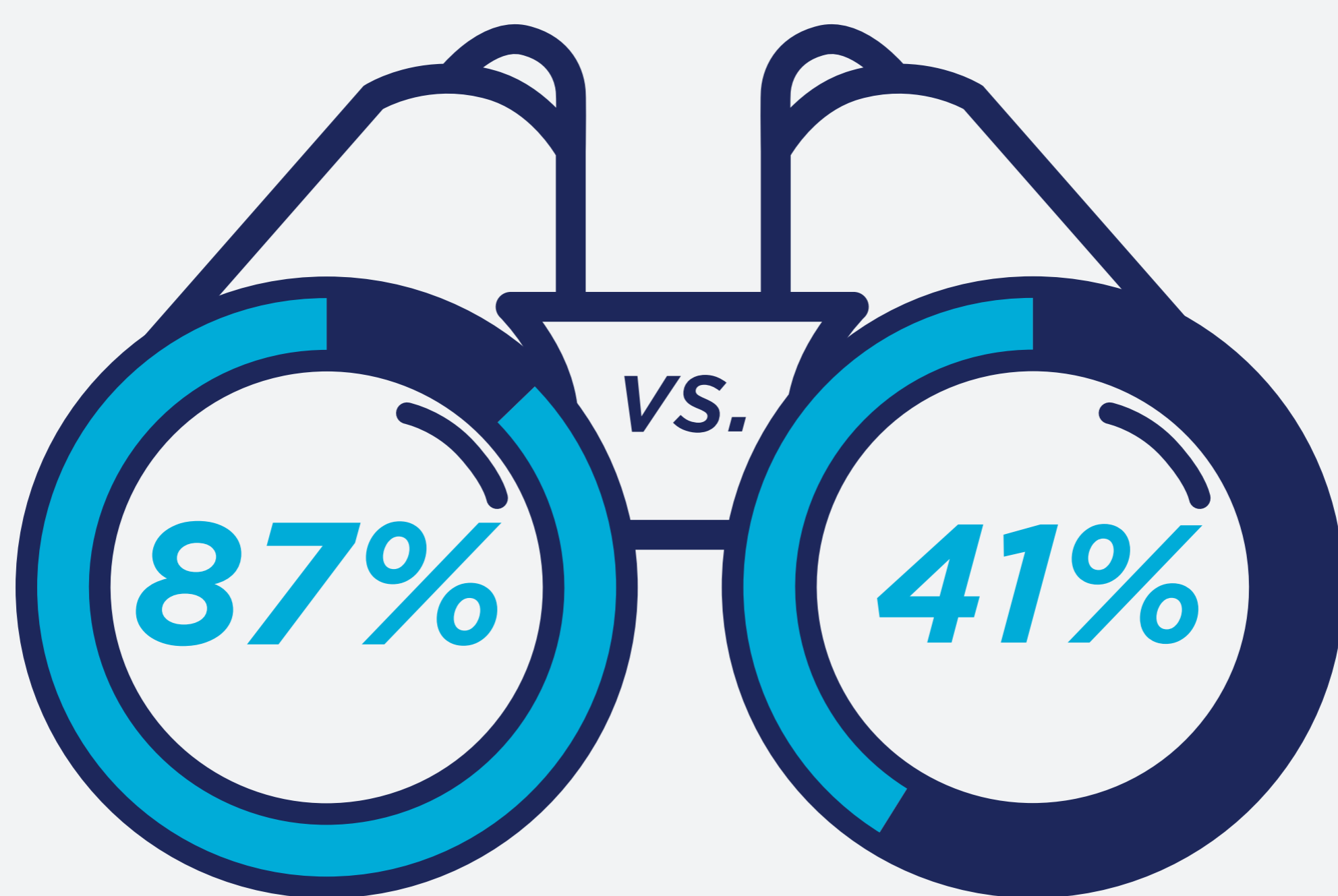
82%

OF SALESPEOPLE SAY THAT THEY HAVE ACCESS TO THE RESOURCES NEEDED TO EXCEED THEIR GOALS.



48%

OF SALESPEOPLE TELL US THAT THEY DON'T USE THEIR CRM (OR FIND IT VALUABLE) FOR AUTOMATING BASIC TASKS.



OF SALES MANAGERS BELIEVE THE FUTURE LOOKS BRIGHT

OF SALESPEOPLE ARE NOT OPTIMISTIC OR ARE UNSURE ABOUT THE FUTURE.



54%

OF SALESPEOPLE TELL US THAT THEIR MANAGER TALKS WITH THEM ABOUT THEIR TALENTS OFTEN.

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THE CENTER FOR SALES STRATEGY

