

Don't be one of the **60% of new managers who fail!** Instead, set your sights and goals high with our Top Inside Sales Managers Checklist.

After observing hundreds of inside sales floors around the world, the team at Factor 8 created a top ten list of signs that team leaders were poised to go further. See how many of these you perform or are on the road to developing today.

**REMEMBER: REGARDLESS OF YOUR INDUSTRY,
BE IN THE PEOPLE BUSINESS.**

1. Consistently exceeding team goal
2. Largest percent of team at quota
3. Lowest attrition rate
4. Highest promotion rate
5. Fastest ramp rate for newbies
6. Management system / cadence in place (scalable)
7. Having a hiring matrix and process
8. Consistently find time to coach
9. Work in Leading Indicator KPIs vs. metrics
10. Have an awesome team development culture

WANT TO LEARN HOW TO BE A GREAT LEADER?

Watch our session on **“How to Be a Great Sales Manager”** to learn the tactical skills that managers need to thrive in their role.

WATCH HERE: <https://factor8.com/great-sales-manager-workshop/>