

G2G057 - Success In Sales - Steve Heroux

Welcome to Garage to Goliath. I'm Dan quiggle. And I'm honored to have Steve Heroux joining us today, Steve is the CEO and founder of victory selling based in Las Vegas, Nevada. He's a sales development expert, professional trainer and keynote speaker, author of sales is not a dirty word, and the creator of the two quarters to greatness system, which is revolutionizing his client sales organizations. For the past 25 years, Steve has trained 1000s of salespeople to reach and surpass their targets, and lead multiple high performing sales teams. He continues to change the way we look at sales and sales leadership and leaves his clients and audiences inspired and empowered by providing them cutting edge strategies on selling in today's competitive marketplace.

1:25 - Intro

2:27 - What are the qualities that you develop at a young age that you believe are still important when it comes to selling and being a leader today?

3:52 - Helping not Selling

5:35 - What motivated you to create Victory Selling?

9:33 - A great seller does not always equal a great leader

10:30 - Key issues that companies are facing today with their sales force

12:35 - How do you customize training for sales teams and managers, and create a vibrant pipeline?

16:51- How to help people become better salespeople

20:57 - Finding your superpower

22:20 - How do you keep your team motivated, despite conflicts and obstacles?

26:33 - Two quarters to greatness system

31:26 - How do you train a remote sales force and make sure that they're successful person by person?

37:19 - What key takeaways do you give your audiences when you're out speaking on the road?

44:08 - How do you grow and develop as a leader?

47:19 - What inspires you?

49:07 - What's the best advice that you received?

52:36 - How do you recharge?

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