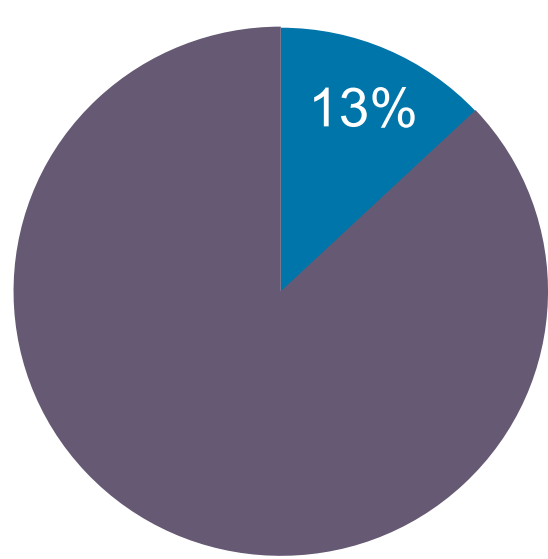


Top Trends in Sales Talent Development



Nearly **13%** of all the jobs in the U.S. (**1 in 8**) are full-time sales positions.



Enterprise Account Executive is the second-most in-demand role in 2019.

[Source: LinkedIn, 2019]

3 Reasons Top Sales Performers Join a Company



1. The right compensation plan



2. A pro-sales company culture

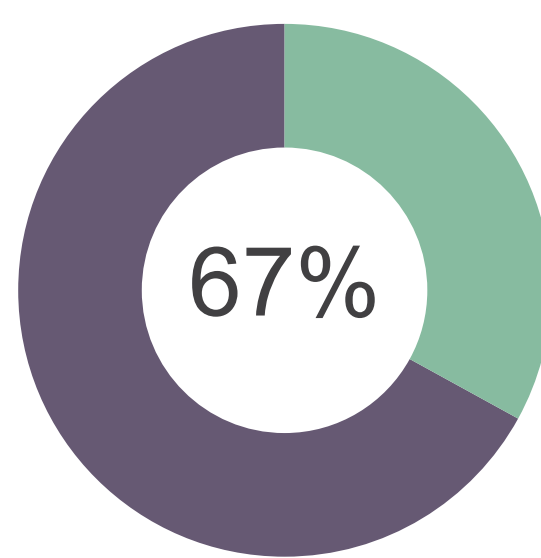


3. Colleagues they know and like

[Source: Hubspot 2019]

67% more revenue is generated by sales high performers than average performers.

[Source: McKinsey, 2016 War for Talent Study]



64.1% of sales organizations surveyed plan to grow sales team size over the next 12 months.



It takes roughly **9.2 months** before a new hire achieves full productivity.

[Source: CSO Insights 2018 Sales Talent Study]

32%

B2B sellers describe their organization's sales training programs as effective.

62%

B2B sellers would like more coaching.

[Source: 2017 Brainshark report]



- High-performing organizations deliver an average of 13.3 classroom days of full-time sales.
- 36% of high-performing salespeople have cited a lack of learning paths as their key reason for leaving a company.

[Source: Sirius Decisions, 2017]



The average tenure for a sales rep is 1.5 years.

[Source: Bridge Group, 2018]



Most sales leaders say fewer than one out of five new sales hires added over the past 24 months have been successful.

[Source: Sales Management Association, 2017]

65%

65% of salespeople who fail in one role could be successful in other roles in the organization.

[Source: GrowthPlay World Class Sales Research]

27%

Only 27% of salespeople have the natural potential to succeed in both new business development and account management roles.

[Source: GrowthPlay Chally Assessment Data, 2013-2018]

10%

The odds that any person could turn out to be a top performer in both roles fall below **10%**.

[Source: GrowthPlay Chally Assessment]

FIND OUT IF YOUR SALES TALENT IS ALIGNED