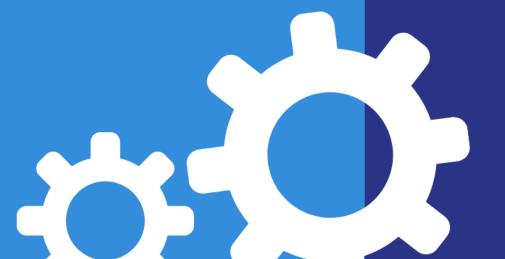
# Managing Remote & Keeping Sales Reps Focused & Motivated During COVID-19



BROUGHT TO YOU BY CSSPROSEARCH.COM





STEPHANIE STAIANO

Sales Director
CSS ProSearch



ABBY PRINCE
Managing Director
CSS ProSearch



MIKE SABUTIS
Sr VP of Sales
Datasite



# **OVERVIEW**

**SINCE 1994** 

CSS ProSearch offers direct hire search nationally to clients in the technology, healthcare, and consulting industries

#### WHAT WE DO

We place candidates of all levels including: BDR, mid-market, enterprise & leadership. Matching top sales talent with their dream company, with a 95% client return rate

#### THE NEW NORM

Embracing "work from home" and utlizing advanced technology to stay connected

### SALES WEBINAR SERIES

For sales leaders who are currently driving their teams forward in a newly remote environment



# MIKE SABUTIS SR VP OF SALES, DATASITE

- 25 + years in software/technology industry
- Managing both inside & outside sales
- Start-up to large global companies
- Experience successfully leading remote teams





# PART 1:

LET'S LEARN MORE
ABOUT THE BASICS
AROUND LEADING,
MESSAGING, AND
DRIVING COMPETITION
IN TODAY'S COVID-19
ENVIRONMENT

CSS ProSearch
Where People & Opportunity Meet

remote managing management style team hiring dynamic productive approach environmen<sup>3</sup> tools



# **PART 2:**

LET'S TALK ABOUT SOME
STRATEGIC TIPS AROUND
FORECASTING AND
PLANNING SO POST COVID,
WE ARE BETTER AND
STRONGER THAN EVER

forecasting talent pipeline right now future quota sales mode recommendation changing

more personal calls is is don't eat at desk fine tune skills hiring right get ready transparency strink territories keep 'apen daar' using Teams B buddy system arline B training a

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# WHO IS CSS PROSEARCH?

13,700+

sales professionals hired 95%

of our business is returning customers

## healthcare

Primary Care/Specialty Sales Representative | Territory Manager | Account Manager | Account Executive – Payer/Provider | Account Executive – Life Sciences Clinical/Product Specialist | Sales Director | VP of Sales

# technology

Business Development Representative | Inside Sales Representative | Mid-Market Account Executive | Enterprise Account Executive | Strategic Account Executive | Sales Engineer Solutions Architect Partner/Alliance Sales Executive | Customer Success Manager | Sales Manager | Sales Director | VP of Sales

# consulting niches

Sales training | Sales and marketing consulting | Management consulting | Healthcare consulting | Managed services Professional services

98%

candidate retention \$94,309

average base salary of our candidates in 2019

a business unit of Contemporary Staffing salesforce | managed services search | staffing

