

SALES  
WEBINAR #1

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

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# Meet the presenters



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 utilizing 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**

**remote managing**  
management style *team*  
**hiring** *dynamic*  
**right** WFH  
*optimistic*  
productive  
**approach**  
**drive** *compassion*  
environment  
**tools**  
digital



**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 model **recommendation** *war for talent*  
changing

hire right  
get ready everyday  
transparency shrink territories

keep 'open door' using Teams  
buddy system  
online training  
always building candidate pipeline

more personal calls  
online contests  
don't eat at desk  
fine tune skills

role play to keep skills sharp  
1on1 calls  
adjust targets  
game mindset  
stages of grief  
empathy  
show human side  
salesforce einstein

in salesforce it didn't happen"  
stay everyone  
connected is home  
speak  
two core principles  
of selling "the challenger sale"  
team quadrupled  
outbound calling  
decide  
act  
lowering observe orient  
quota sends covid is greatest  
bad signal catalyst for digital transformation



# WHO IS CSS PROSEARCH?

## 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

13,700+

sales professionals hired

95%

of our business is returning customers

98%

candidate retention

\$94,309

average base salary of our candidates in 2019

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

 **CSS**ProSearch  
Where People & Opportunity Meet  
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