

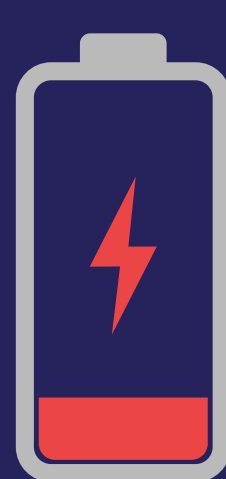
The Current State of Sales

A pulse check on how today's sales teams think, work, and thrive.

TOP TAKEAWAYS



75% of reps are proud to be in sales



62% of managers are burnt out

78%

of managers plan to stay and grow at their current employer

56%

of leaders say sales feels stronger than last year



85% of sales teams say their company supports DEI



71% of reps are happier working from home

Where do you primarily work?



HOME
37%



HYBRID
43%

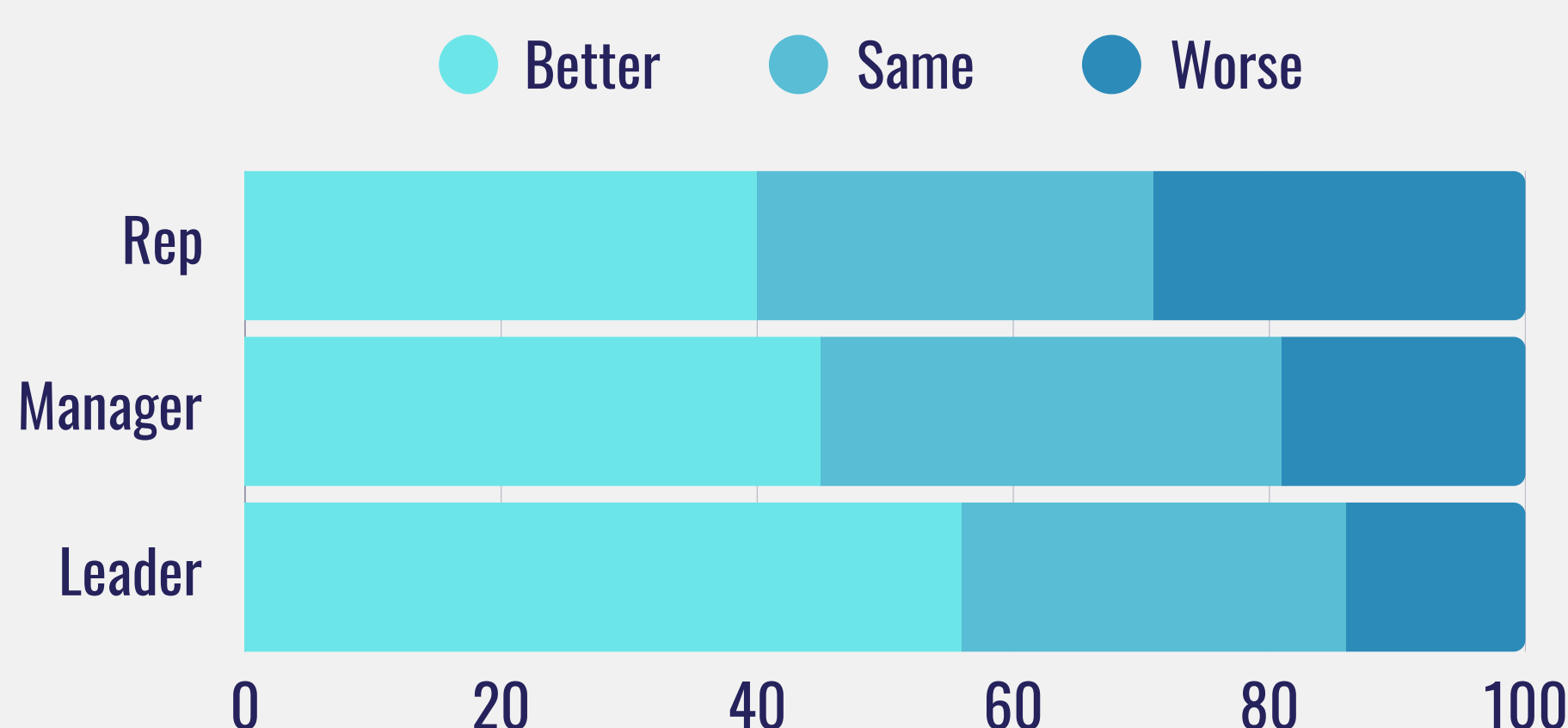


OFFICE
20%

Only 10% of leaders prefer their teams work in the office 100% of the time

What's Your Outlook on Sales Today vs. Last Year?

Optimism increases with job level; leaders feel better about the market than reps



Demographics

EXPERIENCE LEVEL



31%
Rep/Non-Management



32%
Management

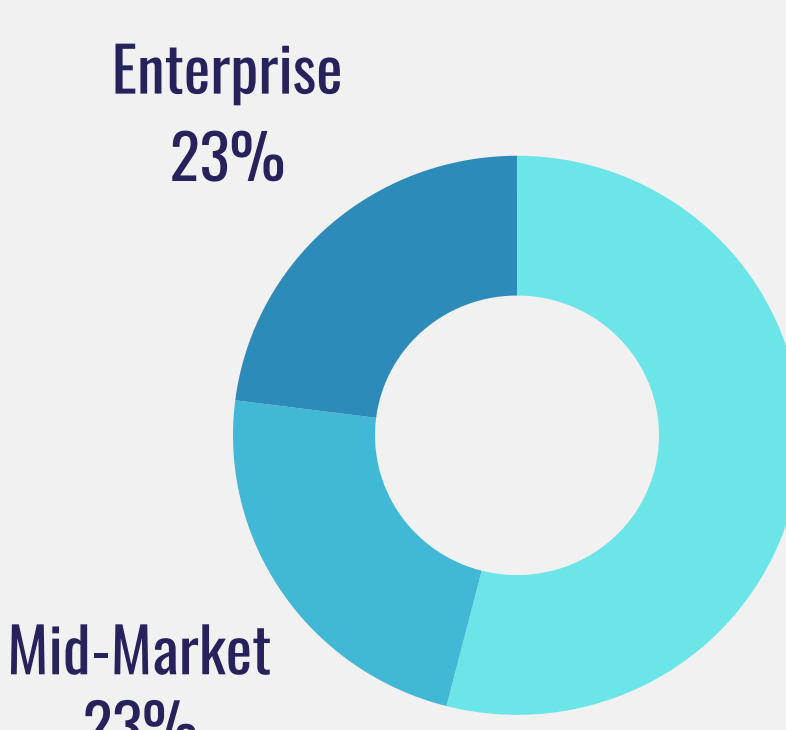


37%
Senior Leadership

JOB FUNCTION



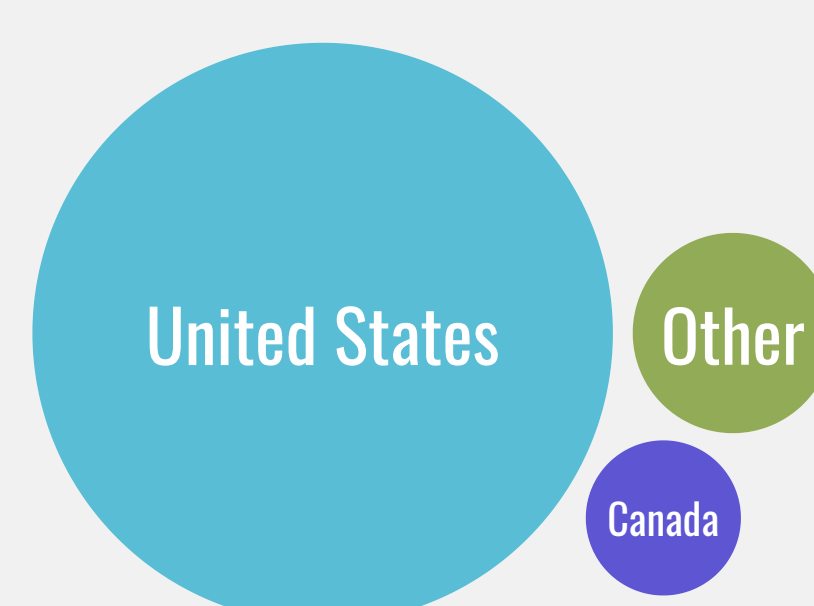
COMPANY SIZE



TOP INDUSTRIES



COUNTRY



READY TO HELP YOUR SALES TEAM WIN MORE?

[BOOK A CALL TODAY](#)

Discover what's holding them back and how training can help.

The Current State of Sales

Rep Results

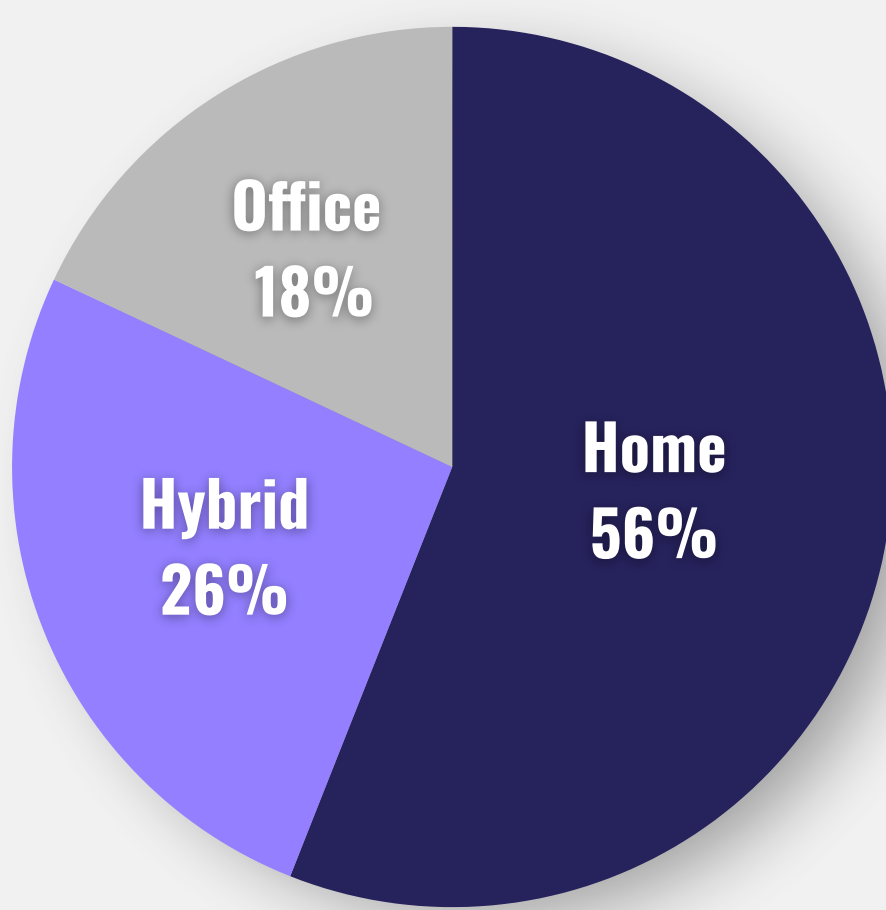
TOP 3 TAKEAWAYS

50% of remote reps work 6 hours or fewer a day

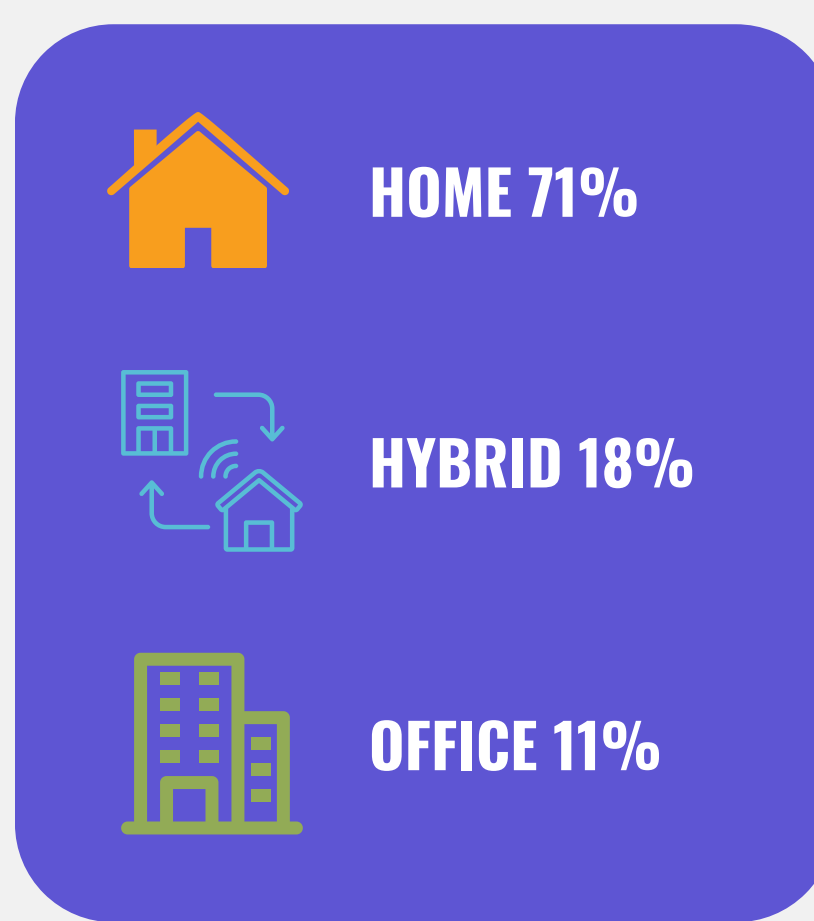
81% say their company provides fair opportunities for people from diverse backgrounds

75% want to build a career in sales, but only 55% want to grow at their current company

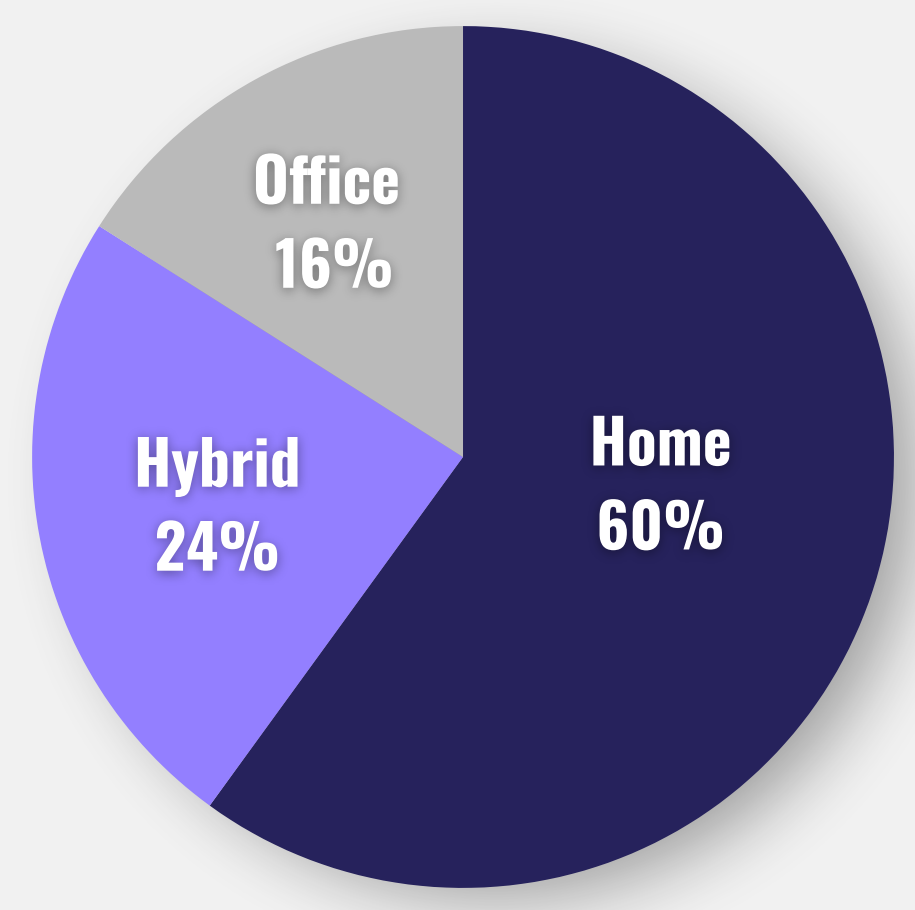
WHERE DO YOU PRIMARILY WORK?



WHICH ONE MAKES YOU HAPPIER?



WHERE DO YOU FEEL MOST ACCOMPLISHED AND SELL MORE?



Overall, reps say they're **happiest**, more **productive**, and **sell more** at home

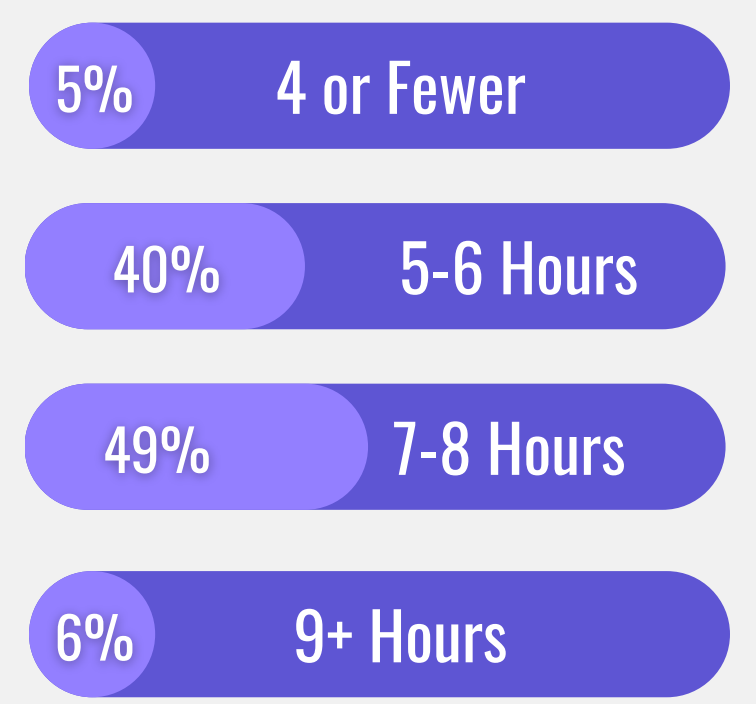
OUTLOOK ON SELLING IN TODAY'S MARKET VS. LAST YEAR:



WHAT'S THE BIGGEST BENEFIT OF VIRTUAL SALES VS. FIELD/FACE-TO-FACE:

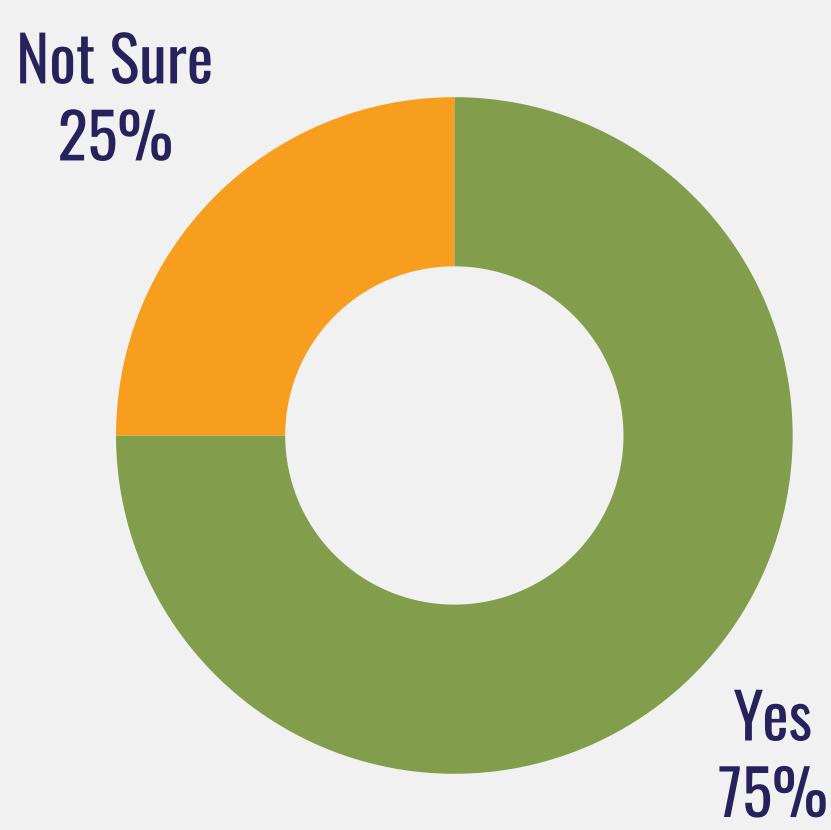


HOW MANY HOURS A DAY ARE YOU ACTIVELY WORKING?



Hybrid and office-based reps work longer hours (7+ hours vs. 5-6 for remote)

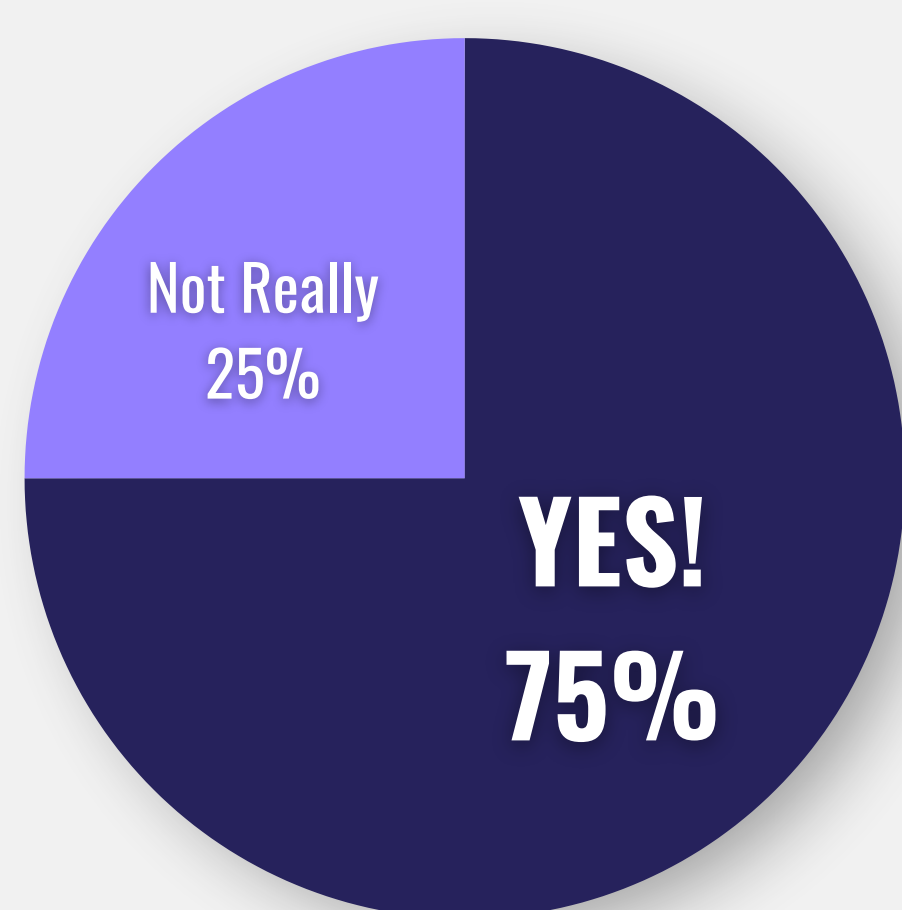
DO YOU WANT TO STAY AND BUILD YOUR CAREER IN SALES?



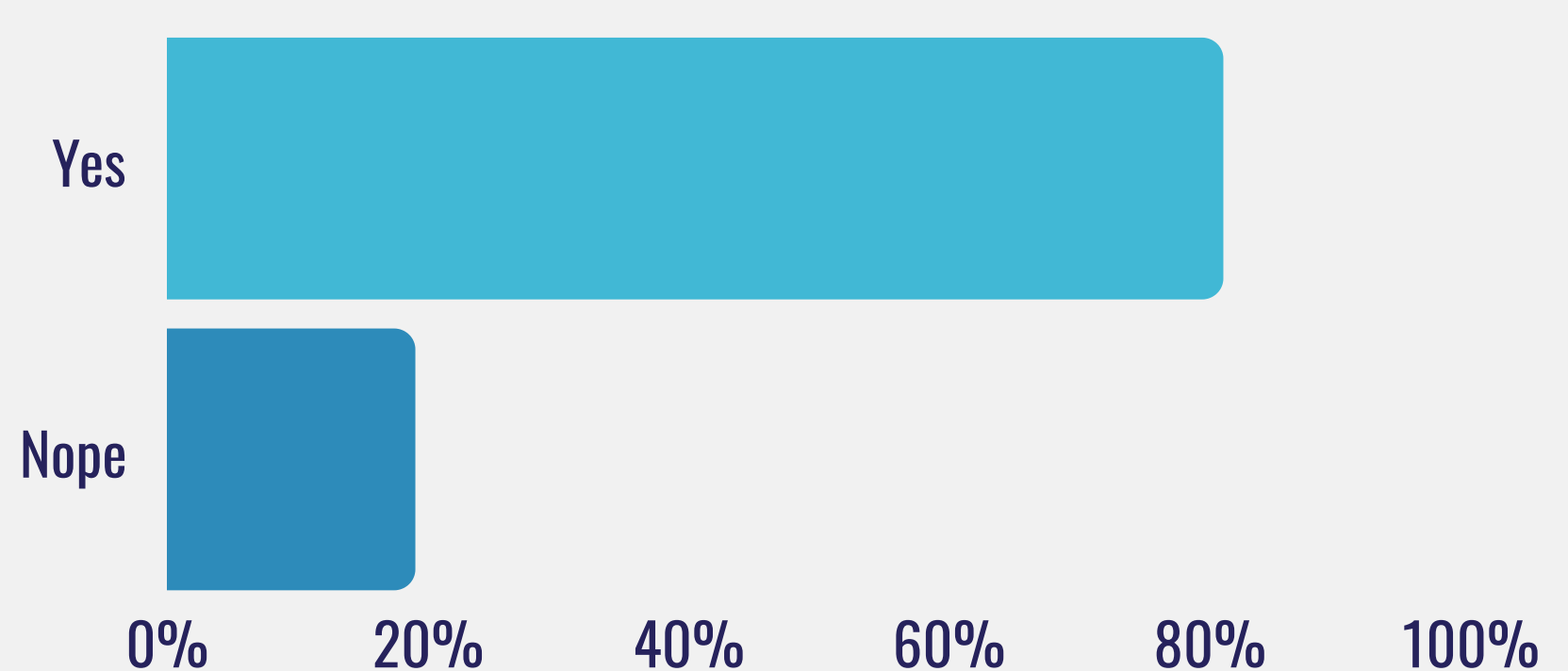
WANT TO STAY AND GROW AT CURRENT COMPANY?



ARE YOU PROUD OF TELLING PEOPLE YOU'RE IN SALES?



DOES YOUR COMPANY PROVIDE FAIR REPRESENTATION AND OPPORTUNITIES FOR PEOPLE FROM DIVERSE BACKGROUNDS?



READY TO HELP YOUR SALES TEAM WIN MORE?

[BOOK A CALL TODAY](#)

Discover what's holding them back and how training can help.

The Current State of Sales

Manager Results

Top 3 Takeaways

#1

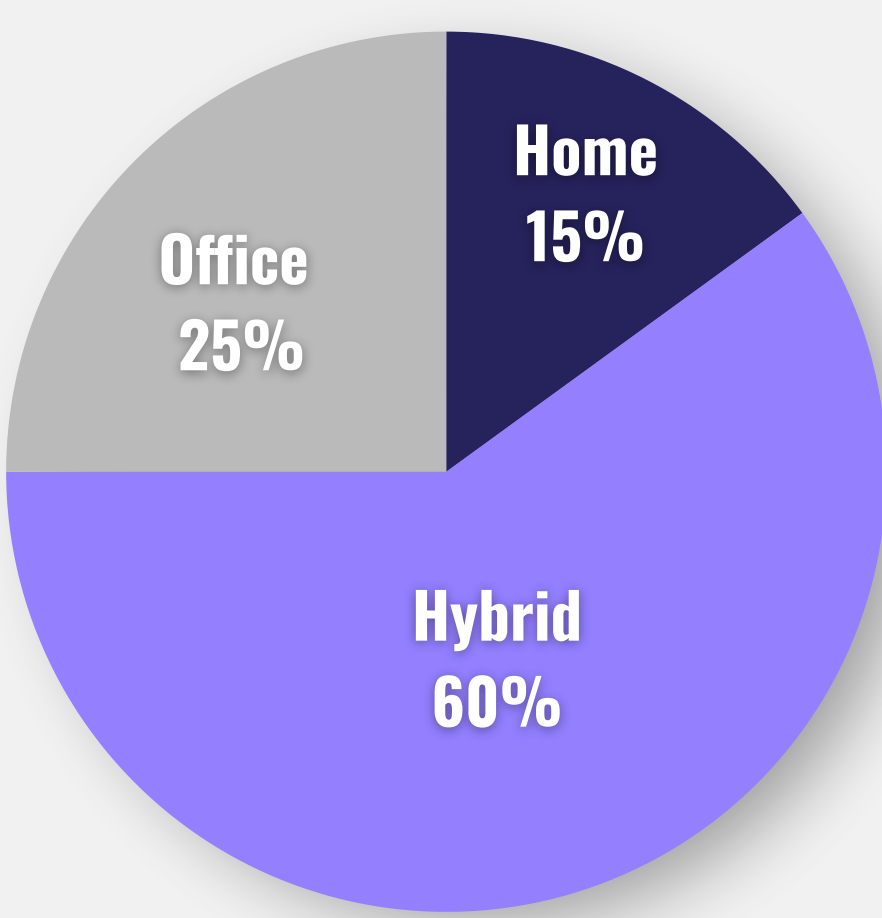
managers say limited training and growth as their top reason they'd leave their current role

90%

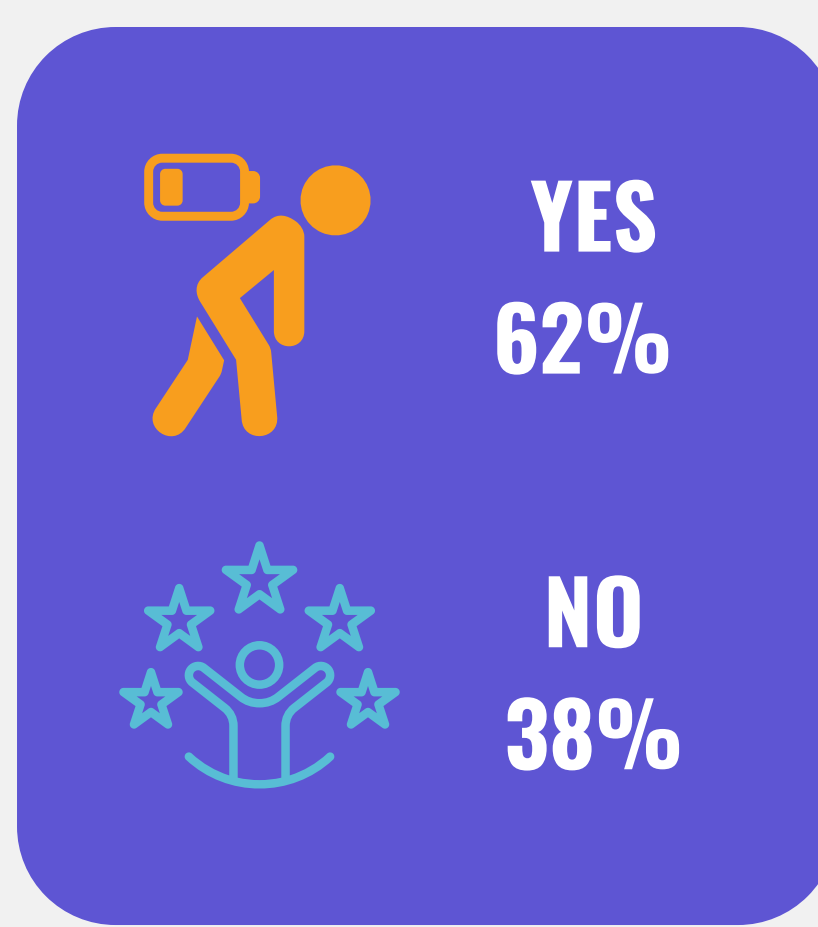
of managers who see themselves in leadership long-term plan to stay and grow at their current employer

Managers are burning out from **excessive admin work and meetings** that keep them from leading

WHERE DO YOU PRIMARILY WORK?



ARE YOU CURRENTLY EXPERIENCING BURNOUT?

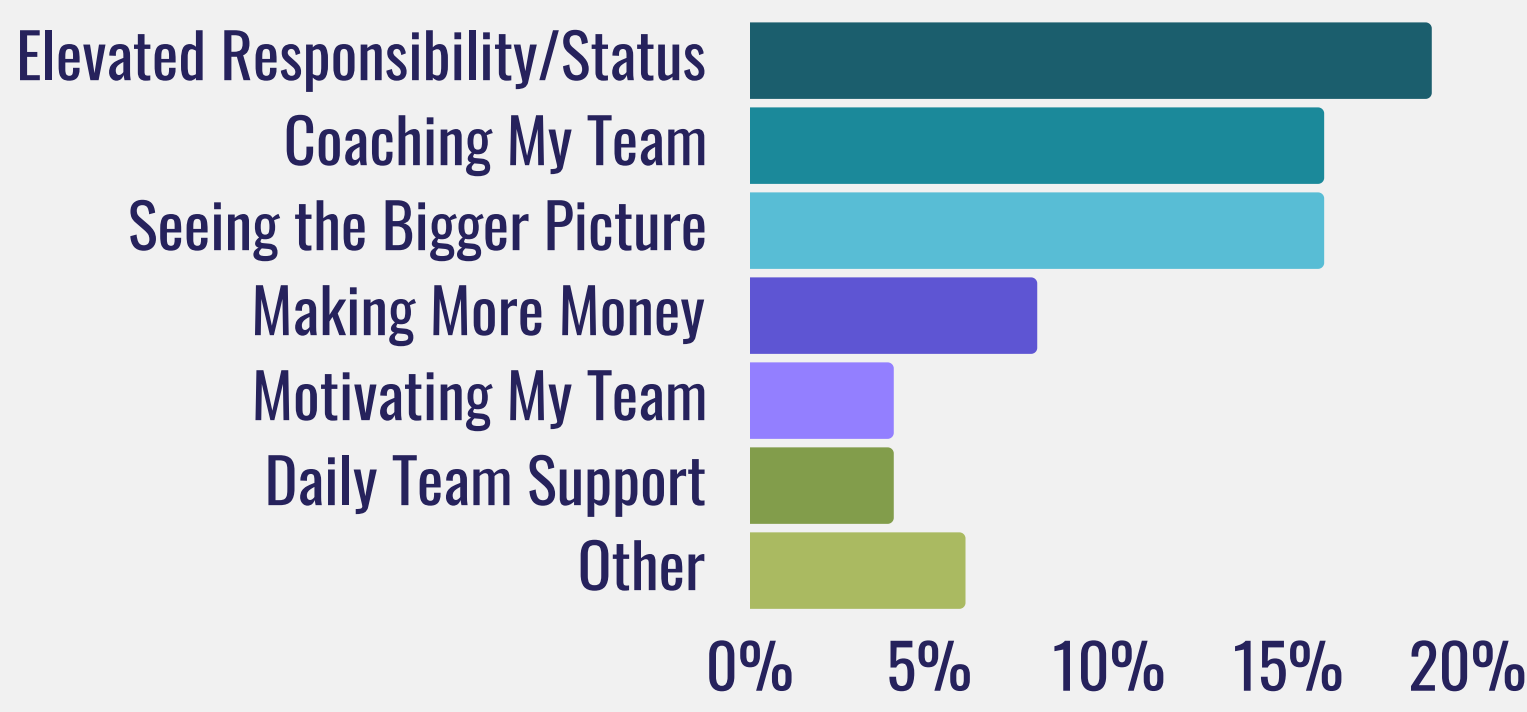


OUTLOOK ON SELLING IN TODAY'S MARKET VS. LAST YEAR:

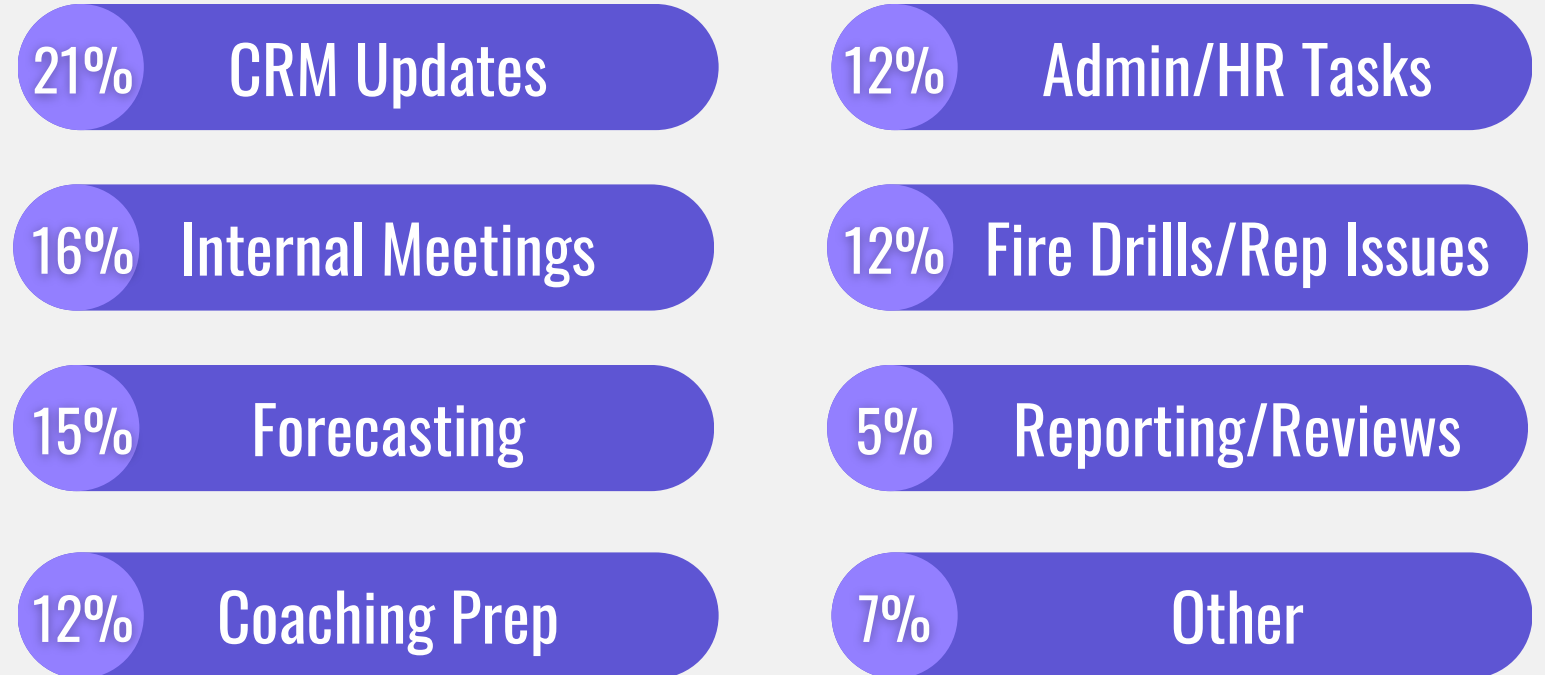


Managers who work from home report the **least amount of burnout**

WHAT DO YOU LOVE MOST ABOUT SALES MANAGEMENT?

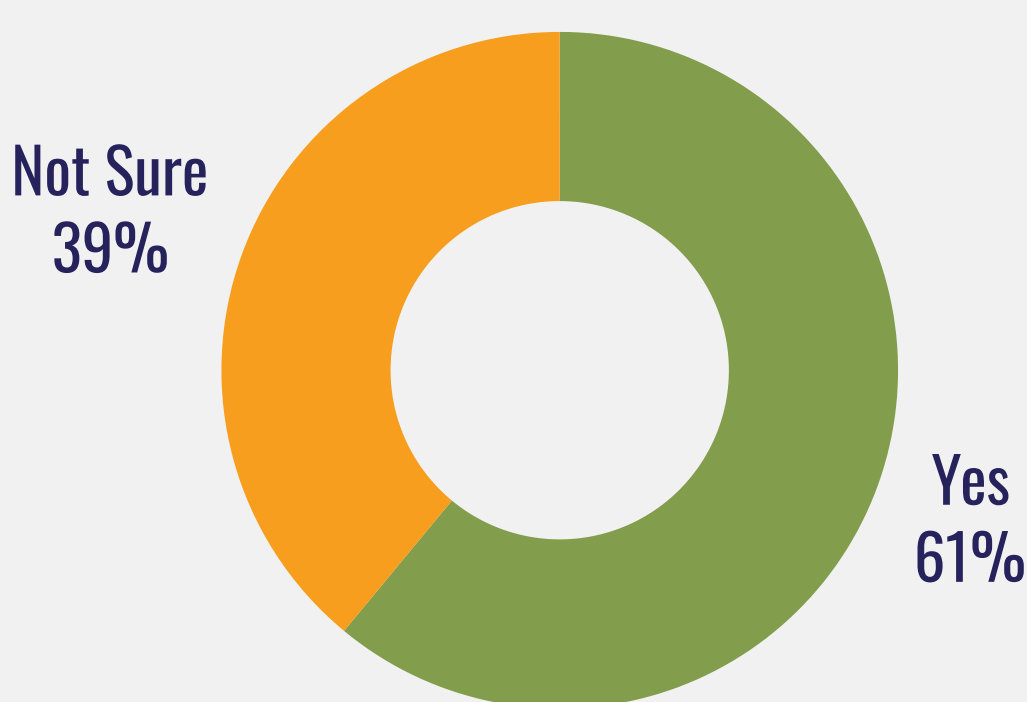


WHAT DAILY TASKS OR TOOLS DRAIN THE MOST ENERGY FROM YOUR DAY?



Over 60% of managers' "most loved" responses were about **people**, not **process**

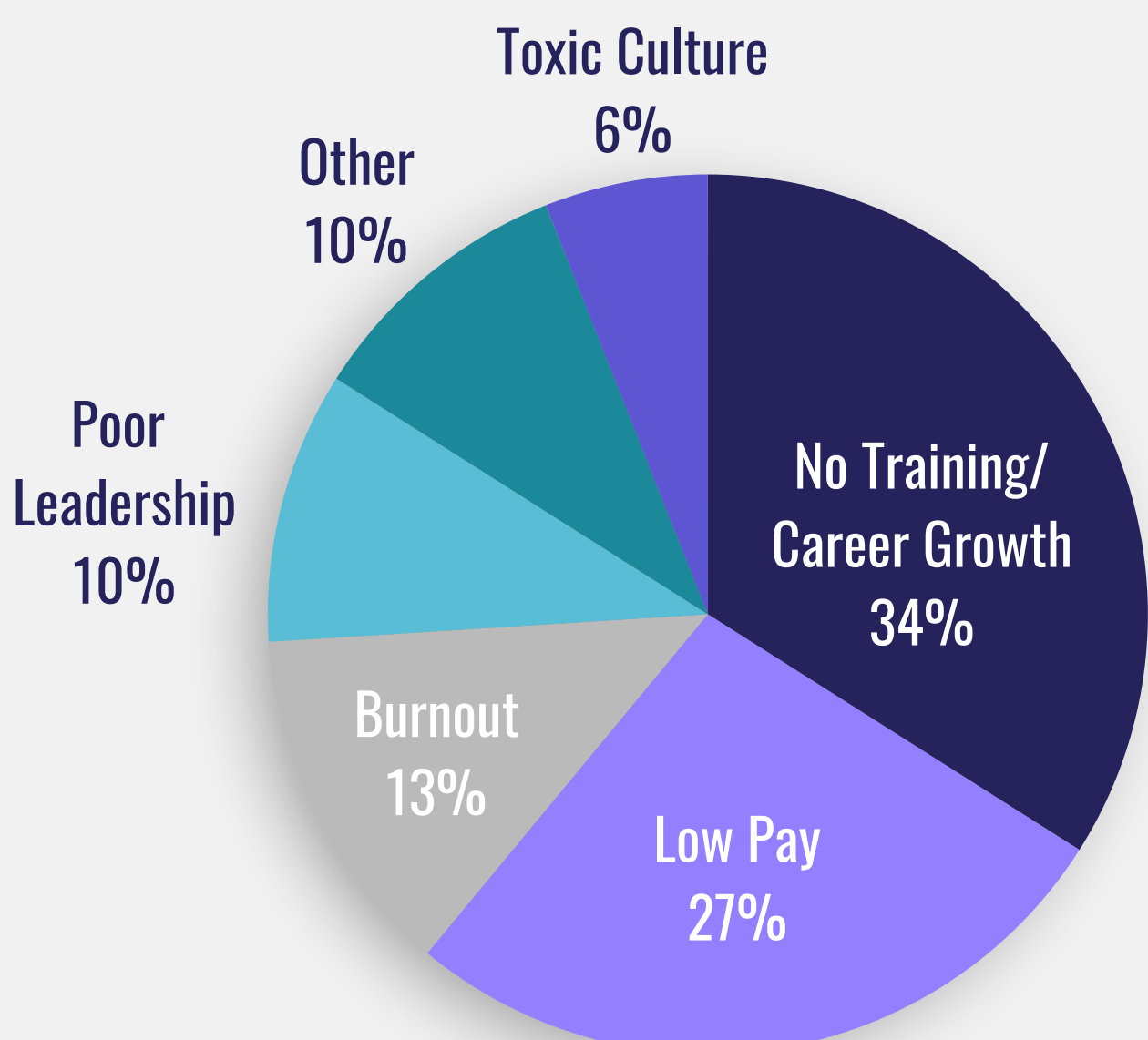
DO YOU WANT TO STAY IN SALES LEADERSHIP LONG-TERM?



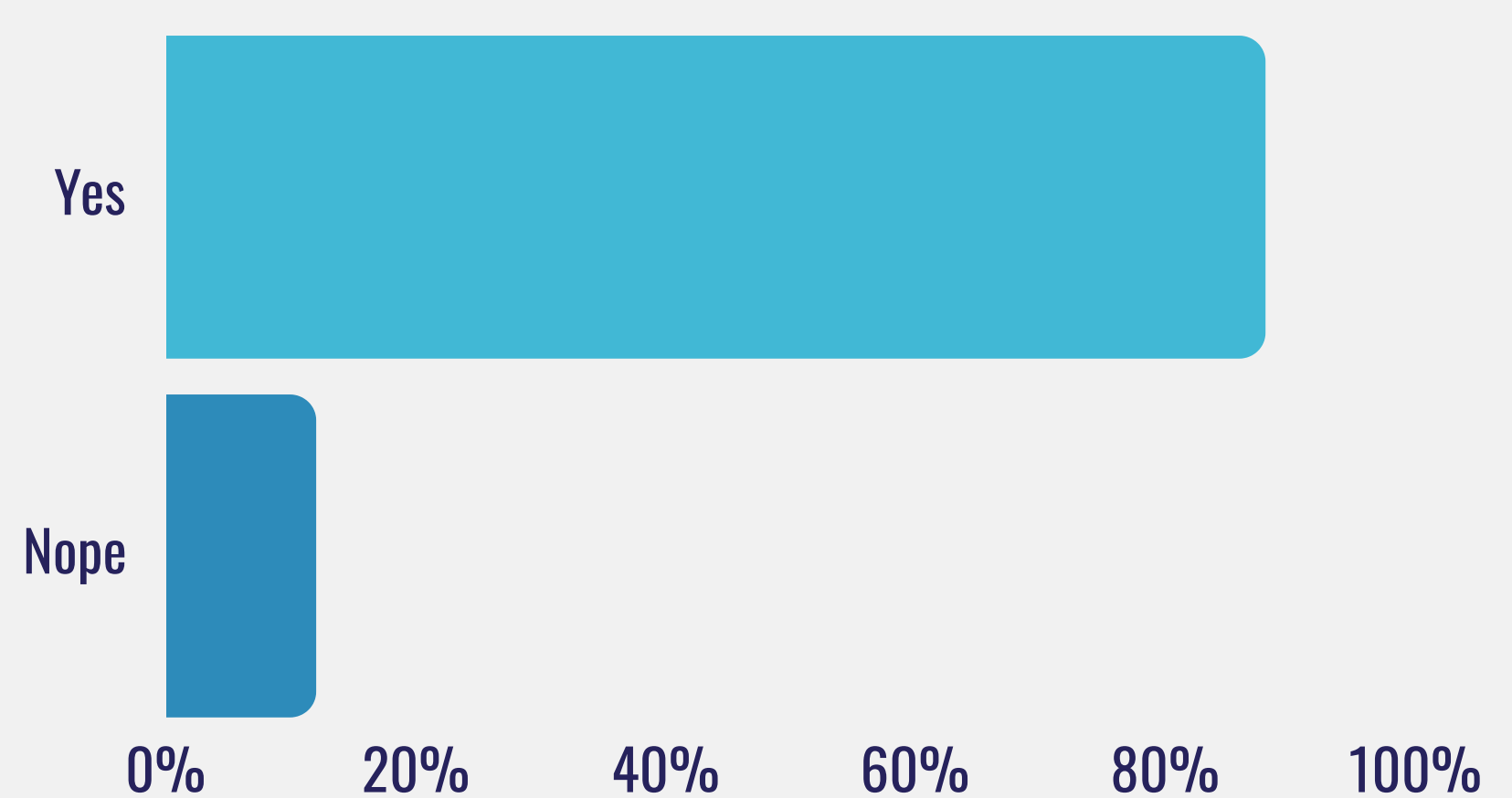
DO YOU WANT TO STAY AND GROW YOUR CAREER AT YOUR CURRENT COMPANY?



WHAT'S MOST LIKELY TO MAKE YOU LEAVE YOUR CURRENT ROLE?



DOES YOUR COMPANY PROVIDE FAIR REPRESENTATION AND OPPORTUNITIES FOR PEOPLE FROM DIVERSE BACKGROUNDS?



READY TO HELP YOUR SALES TEAM WIN MORE?

BOOK A CALL TODAY

Discover what's holding them back and how training can help.

The Current State of Sales

Leader Results

Top 3 Takeaways

#1

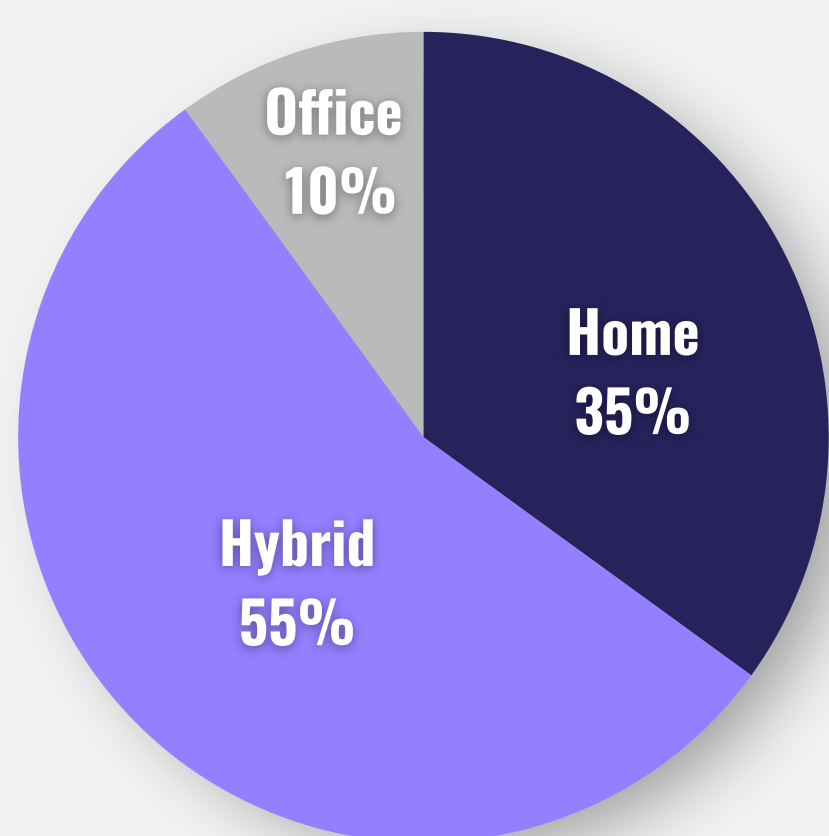
prospecting remains the top skill gap on sales teams, nearly half of leaders flagged it

28%

of leaders report formal DEI goals, signaling room for progress at the top

Hybrid wins: Most leaders prefer their teams split time between **home** and **office**.

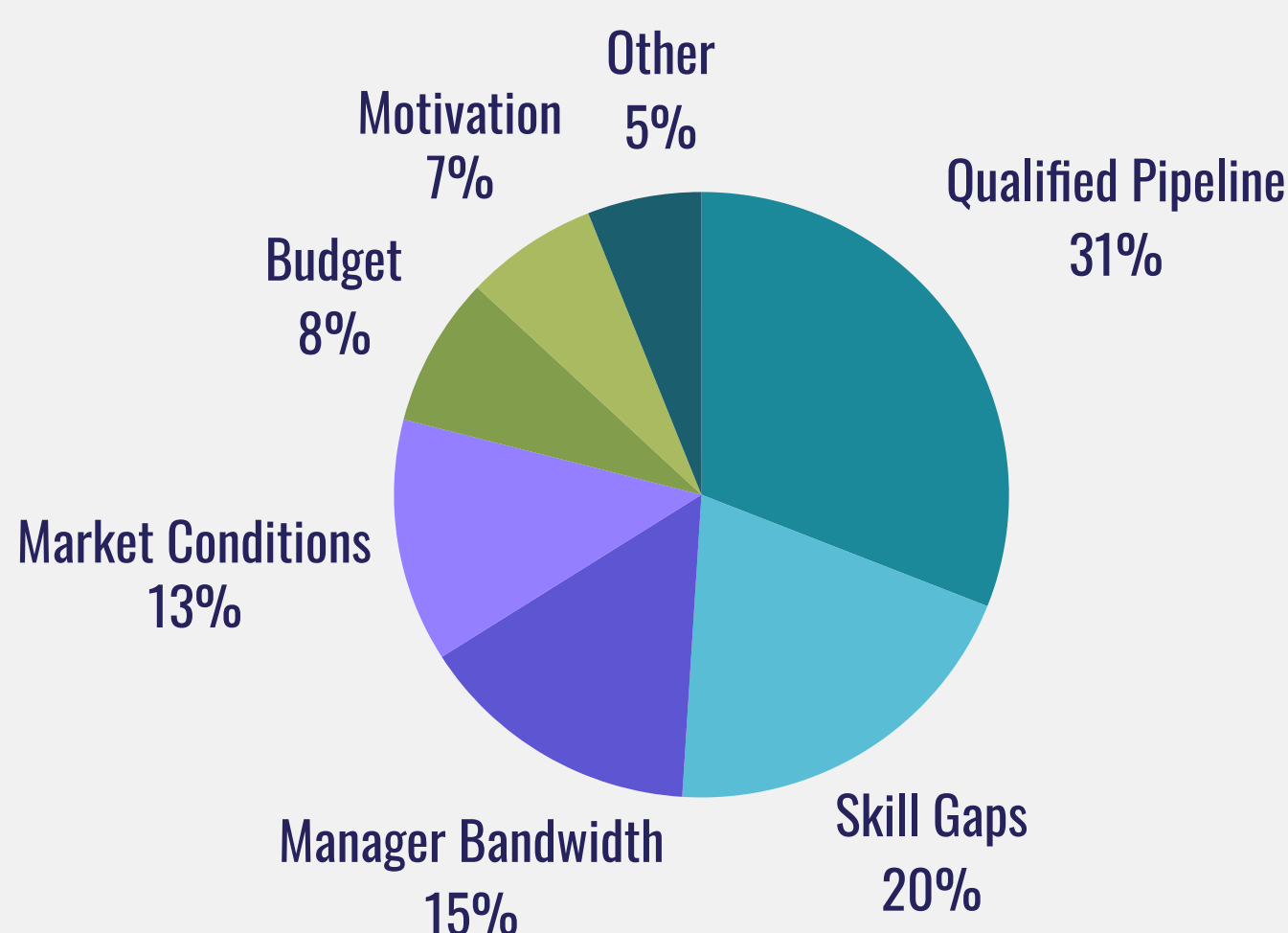
I PREFER MY TEAM TO WORK:



OUTLOOK ON SELLING IN TODAY'S MARKET VS. LAST YEAR:

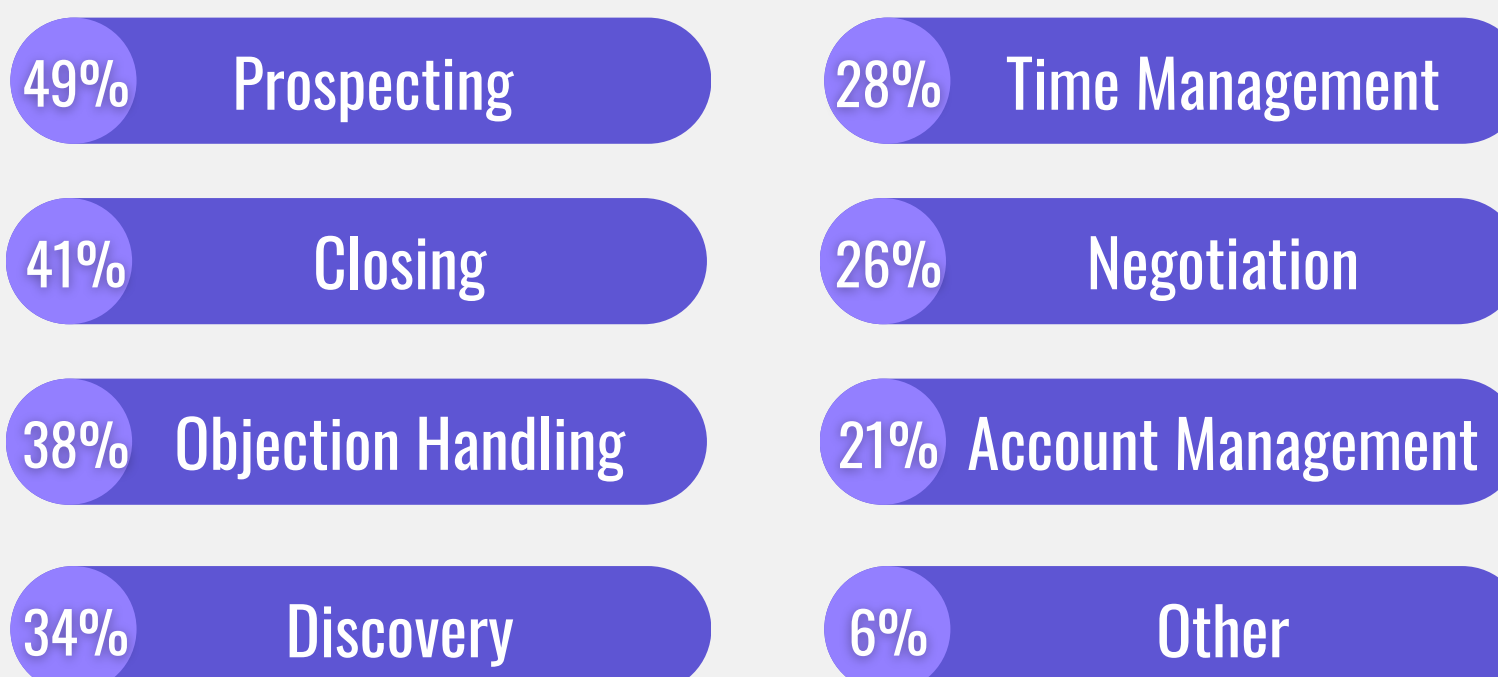


WHAT'S THE #1 CHALLENGE TO HITTING GOAL?

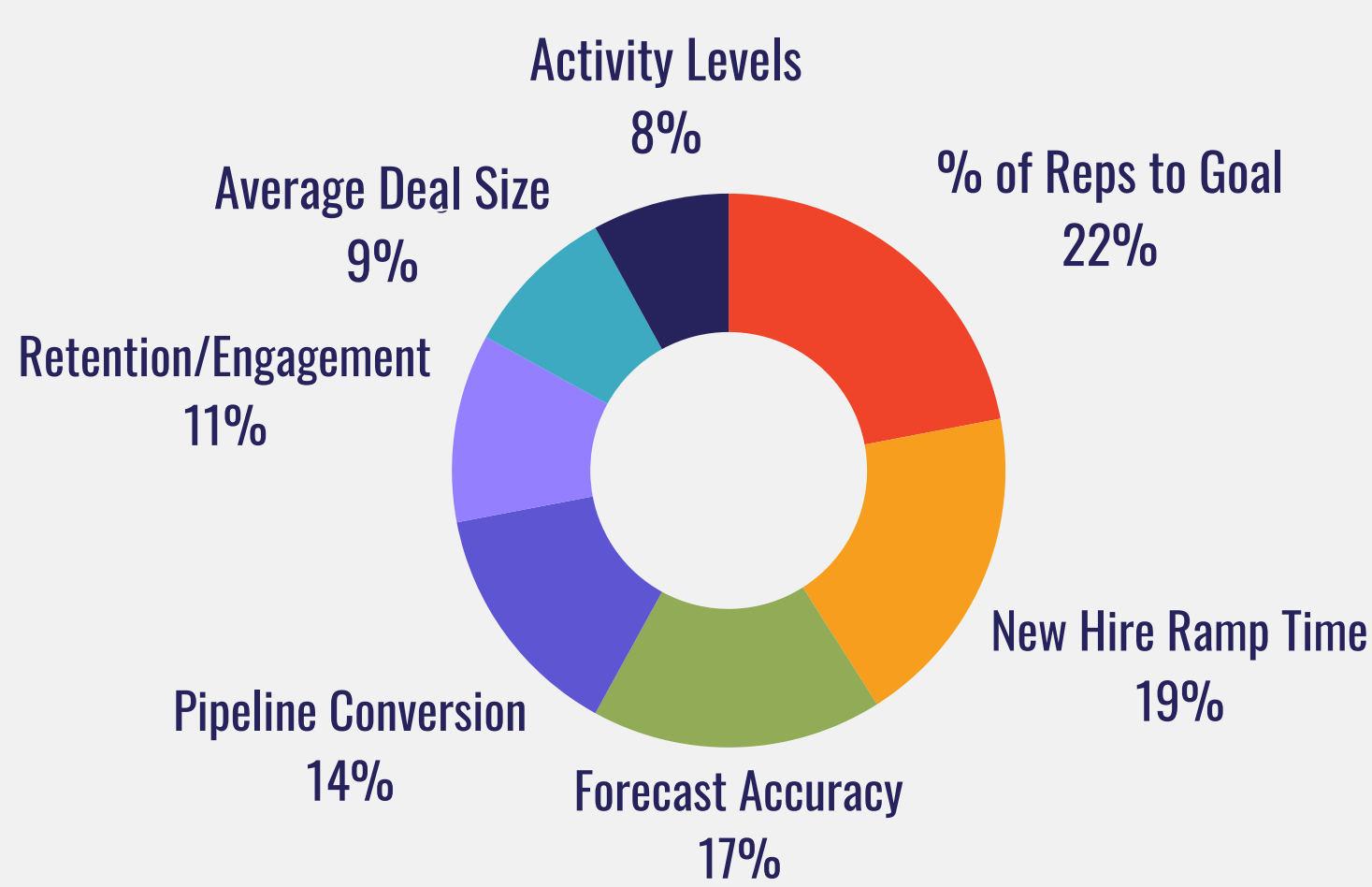


WHAT ARE YOUR SALES TEAM'S BIGGEST SKILL GAPS?

Choose all that apply

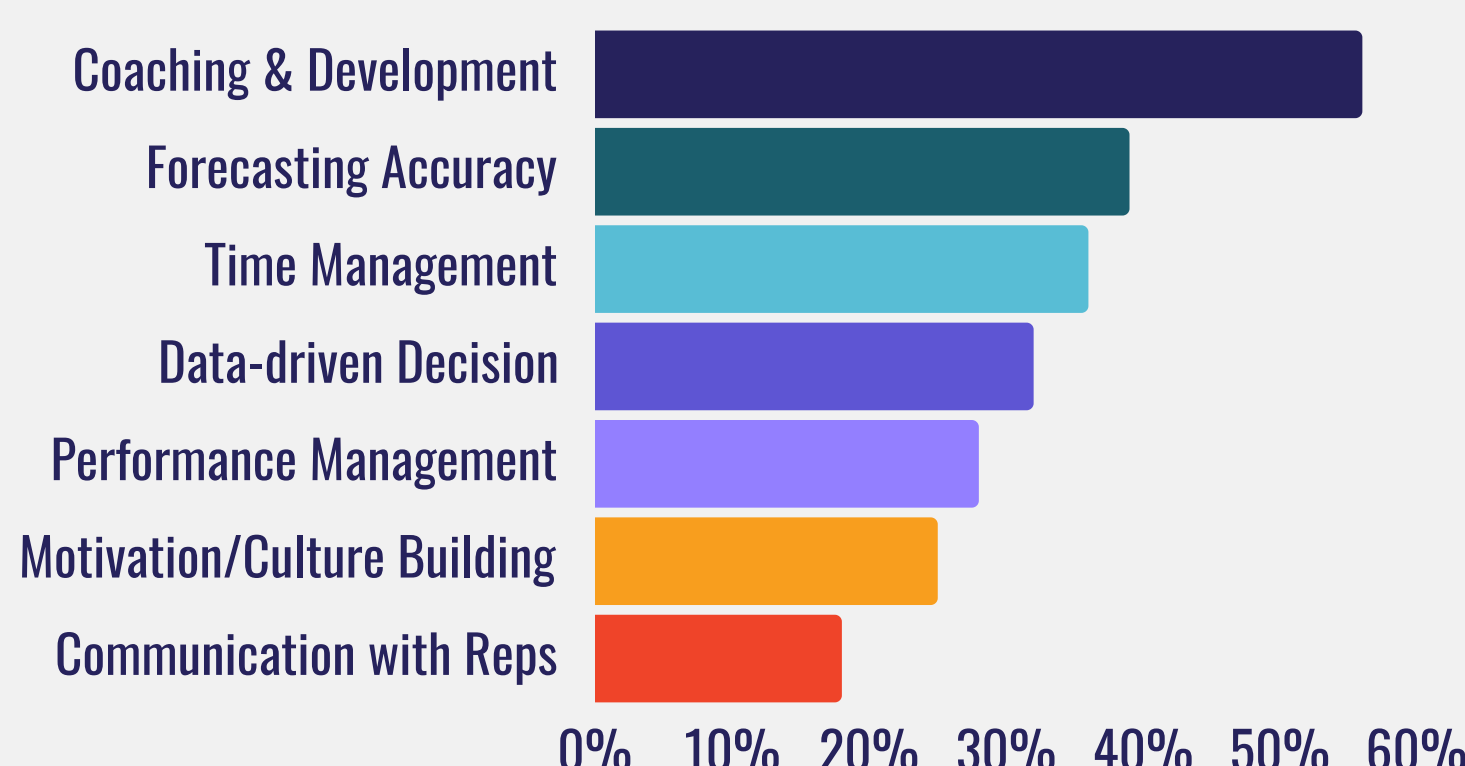


WHAT PERFORMANCE METRIC WOULD YOU LIKE IMPROVED RIGHT NOW?



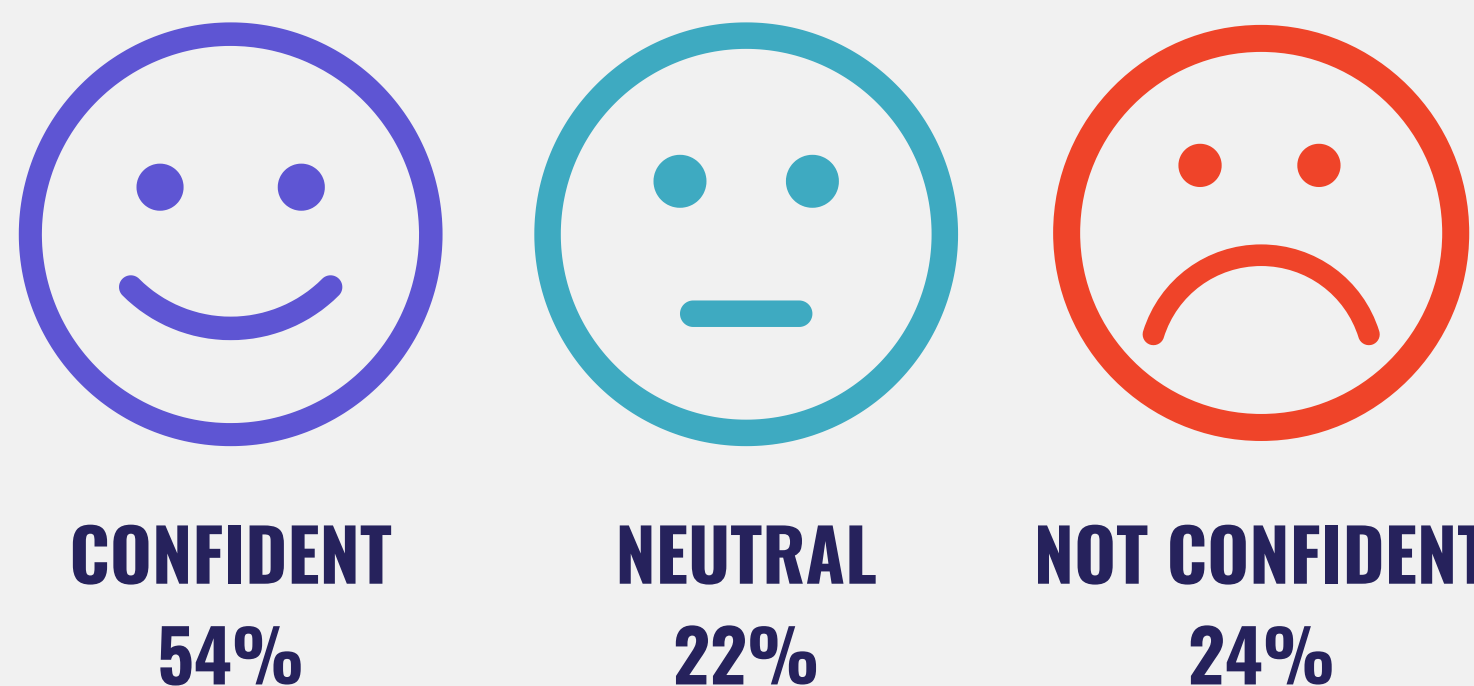
WHAT MANAGER SKILL GAPS ARE SLOWING YOUR PROGRESS?

Choose all that apply

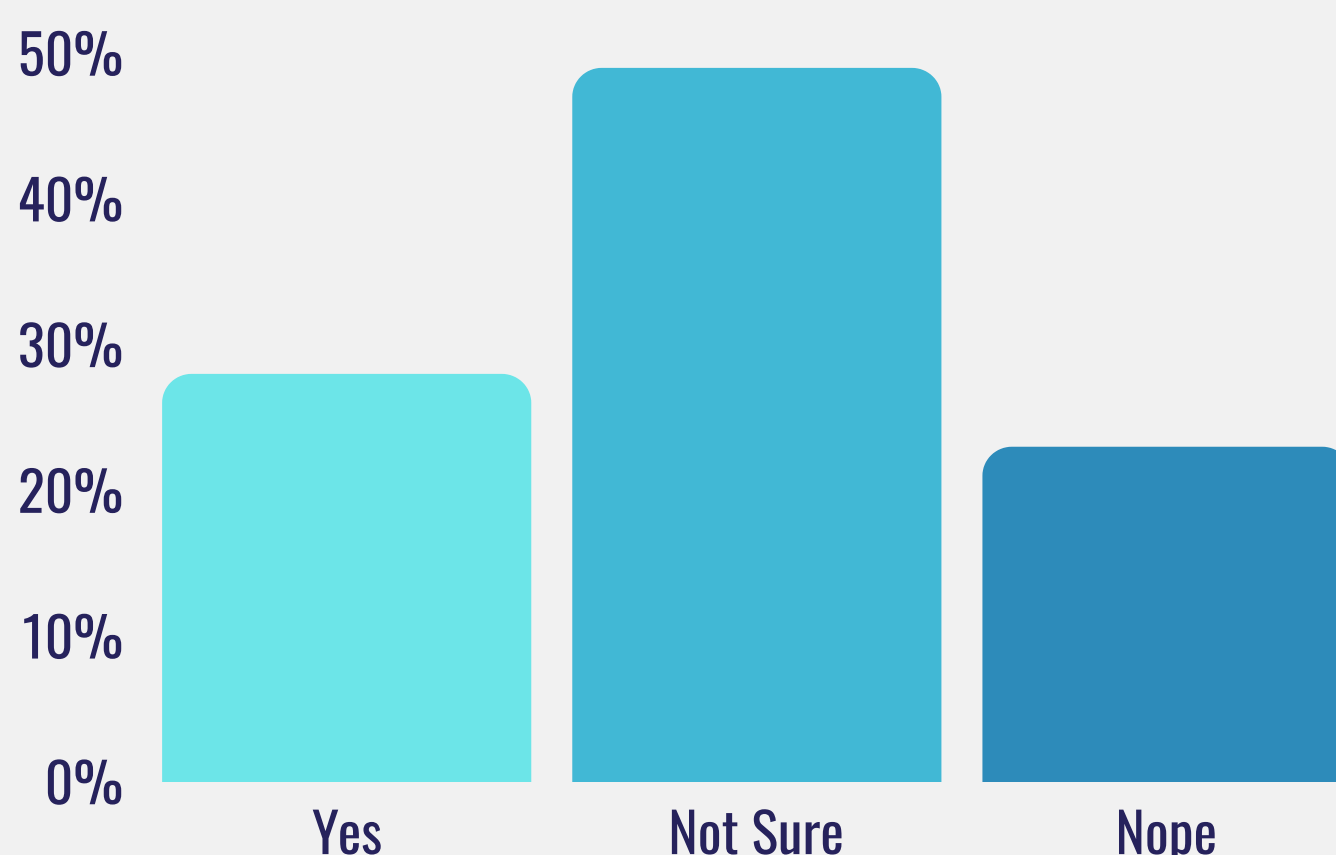


Over half of leaders say **ineffective manager coaching** is slowing team success

HOW CONFIDENT ARE YOU IN YOUR CURRENT REP AND MANAGER TRAINING PROGRAM PLAN?



DOES YOUR COMPANY HAVE ANY DEI-RELATED METRICS OR GOALS FOR HIRING OR ADVANCEMENT?



Nearly half of leaders **lack strong confidence** in their current training plans

READY TO HELP YOUR SALES TEAM WIN MORE?

[BOOK A CALL TODAY](#)

Discover what's holding them back and how training can help.