

## The Sales Manager Every Salesperson Hates

By Mark A. Walsh

### **Negative.**

This Low energy, low enthusiasm individual never gets excited about anything! They're disgruntled in the job, and share that information freely. They are constantly depressed... *as a result of this behavior so are the team.*

### **No vision.**

They don't set goals for themselves or their team. They give the sales team one direction on Monday morning, and by Tuesday afternoon they're headed in the opposite direction.

### **Willing to settle for average performance.**

"*Don't have time*" is the line they use when it comes to working with the team to develop their potential. They don't expect much from their team, and that's precisely what they get. Then they have the nerve to complain about it.

### **Takes credit for everything.**

This manager's ego needs constant stroking. So every success becomes their own, no matter how much or how little they had to do with it. He or she takes full credit for the team's successes.

### **A blame-assignor.**

When something goes wrong, they are the first one to point out who did it and exactly what went wrong (*unless the mistake was their own*). They are quick to point the finger at someone else's shortcomings, and slow to offer any suggestions or solutions.

### **Is glued to their desk.**

This Manager is a real nine-to-fiver who buries themselves in paperwork and seldom gets out where the action is. They are always pushing the team to start early and stay late ... *but is not willing do to the same.*

### **Lacks Communication Skills.**

The manager every salesperson hates knows how to tell their team what's wrong, but doesn't know how to teach them new skills. Their listening skills leave a lot to be desired, and the team doesn't feel comfortable asking them for advice for fear of ridicule.

### **Lets his or her "friends" off the hook.**

He or she has favorites on the team, who take advantage of their friendship and get away with low activity and poor results, causing resentment and discontent amongst the other sales consultants.

### **Doesn't support their team.**

They are only interested in themselves. They don't realize that the success of a sales manager is in direct proportion to the team's results.