



TIPS FOR ASPIRING SDRs

by Whistle SDR Califfe Gold



1

Research

SDRs are widely known for their work behind the scenes to expedite the sales process for their client(s). The best strategy for success as an SDR is to be prepared. If you think that you can't do something, that is the ideal time to research how to do it.

2

Dedication

As an SDR, you would need to dedicate yourself to your craft. This means immersing yourself in the training and adopting the indomitable attitude that the best SDRs exude with such ease.

3

Practice

Doing the relevant research is just the tip of the iceberg, though. Call practice, objection practice, and knowing your product solutions are just a few of the other facets of an SDR's skillset.



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