



KEYS TO BUILDING A SUCCESSFUL SDR TEAM

HIRE PEOPLE WHO WANT TO GROW

Top SDRs invest time in their own learning and skills. Hire SDRs who are passionate, self motivated and come with an attitude for success.



INVEST IN LEARNING



Create a culture of learning in your organization. Instil ownership of training and learning in each individual team member.

CREATE A COLLABORATIVE CULTURE

Teamwork creates the best SDRs. Build an environment where SDRs feel they can ask questions and encourage the more experienced team members to share their techniques and wisdom.



SHOW PATHS FOR GROWTH

Today's work = Tomorrow's success.
Perseverance, dedication and
proactiveness should be rewarded with
opportunity to grow.





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