

# **BUILD YOUR TEAM: OPPORTUNITIES, DIGITAL SALES STRUCTURE & PEOPLE**

# GETTING BUY-IN

What potential obstacles will you face and how will you get buy-in from your team?

# YOUR CHAMPION

- Believes in the vision and wants to see it through.
- Helps the team "work out" and push through new process "pain".
- Tied into sales organization but operationally minded.
- High enough up for authority, but in trenches enough to execute.
- Will be the main point of contact with PERQ

# WHO SHOULD BE A DIGITAL UP SPECIALIST?

- Can be existing salespeople.
- Believes in Digital Sales Strategy.
- Efficient and driven to work process.
- Great knowledge of products.