Goals

* Improve the sales process.
* Create training and education opportunities.
* Improve your communication skills
* Give constructive feedback
* Improve data collection and application
* Become a better mentor
* Build stronger interdepartmental relationships.
* Implement long-term goal planning
* Improve onboarding processes.

## Frustrations

#### **Increasing Rep Productivity**

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#### **Staff Turnover (Recruiting)**

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#### **Customer Service**

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* **Being Understaffed**
* **Lack of support from with in the business**
* **Unreasonable Expectations.**

#### **Increasing Yield per Sales Rep**

## Bio

J*Natalie Abrams is an optimistic and enthusiastic sales professional with over 20 years of experience as a sales manager in food and beverage solutions. She is skilled at developing the right action plan for each of her client's unique needs and committed to helping them choose the best products. Throughout her career, Natalie has earned the trust of several national and international companies and maintained strong client relationships that generate repeat business. She attributes her success to her ability to listen to customers and put their needs first.*

## Mean Time

*In her free time, Natalie enjoys volunteering with the local Children's Literacy Club and attending events through the Bellmount Chamber of Commerce.*