

## 1. Hire

### ① Skills :

- Be nice
- Be proactive
- I need to know the profile of the rest of the team, because he/she needs to engage with them. For me, the team has to be balance.
- Sales passionate
- Be very open
- Quick response (questions, problems, doubts...)
- Be organized, to follow all the sales funnel and CRM requirements.

## 2. Lead the team:

It's very important for me to keep the team informed, they need to know our targets, goals, forecast, strategic... They must feel part of the company. Not only celebrate the success but try to do it better next time if we fail is really important to me.

I like to know everyone deeply, because motivation is different for each one. That's why I love to talk with them, ask for their dreams, personal situation... that offers me a lot of information about my team and the way I have to lead them.

