



[Don T Be Like The Rest. Set Your Business Apart Like These 3 Companies.](#)

# The Five Profiles of Sales Professionals



1

## Hard Worker

- Always goes the extra mile
- Self-motivated
- Interested in feedback and development



2

## Challenger

- Always has a different view of the world
- Understands the customer's business
- Loves to debate
- Pushes the customer



3

## Relationship Builder

- Builds strong customer advocates
- Generous in giving time to help others
- Gets along with everyone



4

## Lone Wolf

- Follows own instincts
- Self-assured
- Independent



5

## Problem Solver

- Reliably responds
- Ensures that all problems are solved
- Detail-oriented

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