

Salesforce-Sales-Representative Certified & Salesforce-Sales-Representative Reliable Dumps Files



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Salesforce Salesforce-Sales-Representative Exam Syllabus Topics:

Topic	Details
Topic 1	Deal Management: Salesforce Sales Professionals learn to qualify prospects and progress them through sales stages. In this topic, emphasis is placed on understanding customer goals, challenges, and initiatives to present tailored value propositions. Identifying obstacles, gaining commitment, and finalizing contracts are integral steps to successful deal management, a crucial focus area of the exam.
Topic 2	Customer Success: While covering this topic, sales professionals identify actions required for order booking and fulfillment. Recognizing the post-sales customer journey and assessing expected and realized value ensures alignment with customer goals, a vital area of knowledge for the exam.
Topic 3	Pipeline Management: In this topic, Salesforce Sales Professionals develop skills to generate and evaluate pipeline opportunities. Candidates also focus on analyzing pipeline health insights. It ensures data integrity, improves relevance, and enables accurate stage progression. These competencies underpin successful pipeline management strategies, measured in the Salesforce Certified Sales Representative Exam.
Topic 4	Planning: In this topic, Salesforce Sales Professionals examine the elements of territory planning, such as account segmentation and prioritization. The focus of this topic is on creating approaches to engage key accounts effectively and developing robust business relationships with essential roles and personas.

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The Salesforce job market has become so competitive and challenging. To stay competitive in the market as an experienced Salesforce professional you have to upgrade your skills and knowledge with the Salesforce Certified Sales Representative

(Salesforce-Sales-Representative) certification exam. With the Salesforce Salesforce-Sales-Representative exam dumps you can easily prove your skills and upgrade your knowledge. To do this you just need to enroll in the Salesforce Certified Sales Representative (Salesforce-Sales-Representative) certification exam and put all your efforts to pass this challenging Salesforce-Sales-Representative exam with good scores. However, you should keep in mind that to get success in the Salesforce-Sales-Representative certification exam is not a simple and easy task.

Salesforce Certified Sales Representative Sample Questions (Q100-Q105):

NEW QUESTION # 100

How can the sales rep work with marketing to improve the health of their pipeline?

- A. Expand the number of channels to reach more prospects.
- **B. Focus on behaviors and attributes that define a quality lead.**
- C. Broaden the scope of the prospect profile.

Answer: B

Explanation:

Focusing on behaviors and attributes that define a quality lead is a way that the sales rep can work with marketing to improve the health of their pipeline. A quality lead is a prospect who has shown interest in the product, has a need or problem that the product can solve, has the authority and budget to make a purchase decision, and is ready to buy within a reasonable time frame. Focusing on quality leads helps to increase conversion rates, reduce sales cycles, and optimize resources. Reference:

<https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

NEW QUESTION # 101

A sales representative is aware of an upcoming end-of-contract period for a key customer.

How should the sales rep adapt their sales activities to address this change?

- A. Focus on finding new customers to replace the potentially last contract.
- B. Wait for the contract to expire before engaging with the customer.
- **C. Proactively engage with the customer to renew or expand the contract.**

Answer: C

Explanation:

Proactively engaging with the customer to renew or expand the contract is how the sales rep should adapt their sales activities to address the upcoming end-of-contract period for a key customer. Proactively engaging means reaching out to the customer before the contract expires, and initiating a conversation about their satisfaction, needs, and goals. This helps to build trust and loyalty, demonstrate value and differentiation, and identify opportunities to renew or upsell the contract. Reference:

<https://www.salesforce.com/resources/articles/account-management/#account-management-renewals>

NEW QUESTION # 102

How many days are recommended between calls when reaching out to contacts at strategic accounts?

- **A. Four business days**
- B. Two business days
- C. Twenty-five business days

Answer: A

Explanation:

Four business days is the recommended number of days between calls when reaching out to contacts at strategic accounts. A strategic account is a high-value account that has a significant impact on the sales rep's revenue, growth, and reputation. Four business days is a reasonable interval that allows the sales rep to maintain communication, engagement, and momentum with the contacts, as well as to avoid being too pushy or annoying. Reference: <https://www.salesforce.com/resources/articles/account-management/#account-management-best-practices>

NEW QUESTION # 103

After a sales representative presents a value proposition to customers, they raise some objections. The sales rep understands their reasoning and negative emotional reaction.

Which step should the sales rep take next to address these objections?

- A. Ask questions to determine if they can get the deal back on track.
- B. Compare risks and benefits using features, advantages, and benefits (FAB).
- C. Stand by the solution and point out their misunderstanding.

Answer: A

Explanation:

Asking questions to determine if they can get the deal back on track is the next step that the sales rep should take to address the objections from the customers after understanding their reasoning and negative emotional reaction. Asking questions helps to understand the root cause, scope, and impact of the objections, as well as to show empathy and respect for the customers' concerns. Asking questions also helps to clarify any misunderstandings, provide relevant information, and propose solutions that address the objections. Reference: <https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling>

NEW QUESTION # 104

A sales representative is in the closing stages of a deal and wants to summarize the benefits their solution provides to the customer. What should the sales rep use to build their business case?

- A. Feature list
- B. Contract review
- C. Value map

Answer: C

Explanation:

A value map is a tool that can be used to build a business case by summarizing the benefits that the solution provides to the customer. A value map shows how the solution aligns with the customer's strategic objectives, key performance indicators (KPIs), pain points, and needs. A value map also quantifies the expected outcomes and return on investment (ROI) for the customer. Reference: <https://www.salesforce.com/resources/articles/value-selling/#value-selling-tools>

NEW QUESTION # 105

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