



SALESFORCE-SALES- REPRESENTATIVE^{Q&As}

Salesforce Certified Sales Representative

**Pass Salesforce SALESFORCE-SALES-
REPRESENTATIVE Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/salesforce-sales-representative.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce
Official Exam Center



VCE & PDF

PassApply.com

<https://www.passapply.com/salesforce-sales-representative.html>
2024 Latest passapply SALESFORCE-SALES-REPRESENTATIVE PDF and
VCE dumps Download

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers





QUESTION 1

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

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

Correct Answer: A

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

QUESTION 2

Which sales quota measurement focuses on the end result rather than the relationship with the customer?

- A. Lead conversion rate
- B. Calls made
- C. Onsite visits

Correct Answer: B

Calls made is a sales quota measurement that focuses on the end result rather than the relationship with the customer. A sales quota is a target or goal that a sales rep has to achieve within a specific time period. Calls made is a measure of how many calls a sales rep makes to prospects or customers in order to generate leads, opportunities, or sales. Calls made is an activity-based measure that reflects the quantity or volume of the sales rep's efforts, rather than the quality or value of their interactions with the customer. References: <https://www.salesforce.com/resources/articles/sales-quota/#sales-quota-types>

QUESTION 3

A company is struggling to acquire new customers. After careful analysis, it realizes its value proposition is not resonating with potential customers, so it develops a new value proposition.

Which metric should the company use to track the effectiveness of the new value proposition?

- A. Lead quality score
- B. Customer satisfaction score
- C. Lead conversion rate



Correct Answer: C

Lead conversion rate is a metric that the company should use to track the effectiveness of the new value proposition. A value proposition is a statement that summarizes how the product can solve the customer's problems, fulfill their needs,

and provide them with benefits that outweigh the costs. Lead conversion rate is a measure of how many leads (prospects who have shown interest in the product) become customers (prospects who have bought the product). Lead conversion

rate helps to evaluate how well the value proposition resonates with potential customers and influences their purchase decisions.

References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-metrics>

QUESTION 4

A sales representative clarifies how a specific customer will benefit from the solution proposed.

Which part of a solution unit is the sales rep using?

A. Application

B. Fact

C. Benefit

Correct Answer: C

A benefit is a part of a solution unit that clarifies how a specific customer will benefit from the solution proposed. A benefit is the value or advantage that the solution provides to the customer, such as saving time, money, or effort, or increasing

productivity, quality, or satisfaction. A benefit should be specific, measurable, and relevant to the customer's pain points and needs.

References:

<https://www.salesforce.com/resources/articles/value-selling/#value-selling-definition>

QUESTION 5

How should a sales representative identify and generate new additions to the pipeline?

A. Conduct product demos.

B. Provide customer support.

C. Attend industry conferences.

Correct Answer: C

Attending industry conferences is how a sales rep should identify and generate new additions to the pipeline. A pipeline



is a set of opportunities or potential customers that a sales rep is pursuing or managing in order to close sales. Attending industry conferences helps to network with prospects or customers who are interested or involved in the same field or market as the sales rep, as well as to showcase their products or services, generate leads, and build relationships.

[Latest SALESFORCE-
SALES-REPRESENTATIVE
Dumps](#)

[SALESFORCE-SALES-
REPRESENTATIVE
Practice Test](#)

[SALESFORCE-SALES-
REPRESENTATIVE
Braindumps](#)