Top Telecommuting Tools for Salespeople

Working remotely is not for everyone. Technology is the key to successful telecommuting. The many apps and tools that exist today are what makes it possible for salespeople to work remotely. Here are my top telecommuting tools and resources for salespeople



1. Internet Phone: Facebook Messenger, Apple FaceTime, WhatsApp, Skype, Google Voice and other sites allow you to make free phone calls rather than use your personal phone line. Some sites have a charge for international calls, while others offer free international internet calls.
2. Instant Messaging Tools: Stay in touch in real time with colleagues by using tools to
3. File Sharing and Collaboration Tools: Google Drive's free productivity software includes Google Docs, Sheets and Slides. Slack is great for team project collaboration.
4. Teleconferencing Tools: Conduct virtual meetings with free tools including Skype and Zoom. Facebook Messenger, Apple FaceTime, Whats App and Google Hangout can also be used for small group virtual meetings.
5. CRM Tools: Customer relationship management software keeps you and your team organized and current on your customers and where they are in the buyer's journey.
6. Mobile Hotspot: When you work from home, things can happen to your internet connection that you have no control over. Have a connectivity backup plan such as your mobile phone hotspot or a coffee house around the corner.
7. High-Quality Headphones with Mic: Wired or wireless headphones are a good tool for talking to your office or to customers and blocking out background noises you can't control
8. Calendar Management: A good calendar management tools such as Google Calendar keeps your calendar on your desktop and on your mobile, plus can integrate with your office team's master calendar if needed.
9. VPN: A virtual private network (VPN) is a secure, private encrypted network connection so you can access your companies IT resources. A VPN can be installed on your desktop, mobile phone or tablet.