

ABSTRACT

The aim of this research is to investigate the influence of salesman competence, and smart working, toward salesman performance. The usage of these variables are able to solve the arising problem within salesmans of BESS Finance of Central Java.

Population used in this research were 124 salesmans of BESS Finance of Central Java. The analysis technique using Statistical Package Social Science (SPSS) software to analyze the data.

The analysis results shows that influence of salesman competence, and smart working, have influence in salesman performance. The effect of salesman competence on smart working and sales performance are positive significant; and The effect smart working on salesman performance are positive significant.

Key words : salesman competence, smart working, and salesman performance.