



Action Plan for Sales Management Success: Not Just What to Do, But How to Do It

By Susan A. Enns

B2B Sales Connections. Paperback. Book Condition: New. Paperback. 198 pages. Dimensions: 9.9in. x 7.9in. x 0.6in. Fact: 25 percent of sales representatives produce 90 to 95 percent of all sales. Clearly, most of the members on your sales team are not selling up to their potential and therefore not generating the revenues they could. That means neither of you are making the incomes you could! Why is this case Its not that the job cant be done because 25 percent are doing it, and doing it well. Its because the other 75 percent either are not in the right sales position or they truly dont know how to sell. If all sales managers knew and did what the top 25 percent do, then all sales teams would be selling more! Until now, most sales managers have not had access to effective, affordable sales training. Action Plan For Sales Management Success is a proven, turn key program that will become the foundation of your sales management process. Action Plan For Sales Success will improve your sales management skills so that you and your team can achieve your true sales potential. What You Will Learn The B2B Sales Process The Sales Managers Role...



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