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The Perfect Hire: A Tactical Guide to Hiring, Developing, and Retaining Top Sales Talent

By Entrepreneur Press, Katherine Graham-Leviss

Entrepreneur Press. Paperback. Book Condition: new. BRAND NEW, The Perfect Hire: A Tactical Guide to Hiring, Developing, and Retaining Top Sales Talent, Entrepreneur Press, Katherine Graham-Leviss, STOP THE REVOLVING DOOR How many sales candidates have you hired for their technical skills only to fire for their bad attitude? How many experienced sales hires have you had to let go for poor on-the-job performance? Whether you've experienced such scenarios or you hope to avoid them, the takeaway is simple--the perfect hire requires more than technical skills and experience. Sales strategist Kathi Graham-Leviss invites you to stop the revolving door of sales hires and arms you with the critical steps to choosing the perfect hire--every time. Utilizing proven best practices--revealed from the latest research in sales performance drivers--learn how to assess soft skills, problem solving abilities, and behavioral attributes, in addition to technical know-how, to select candidates who are well matched for the job, not just well qualified. Uncover the secrets to creating a successful hiring methodology that enables you to: Attract quality candidates Screen for high performers Predict on-the-job success Select the perfect hire Increase productivity Reduce turnover Increase Profits Be it time, money, opportunities lost--the cost of finding and hiring...



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