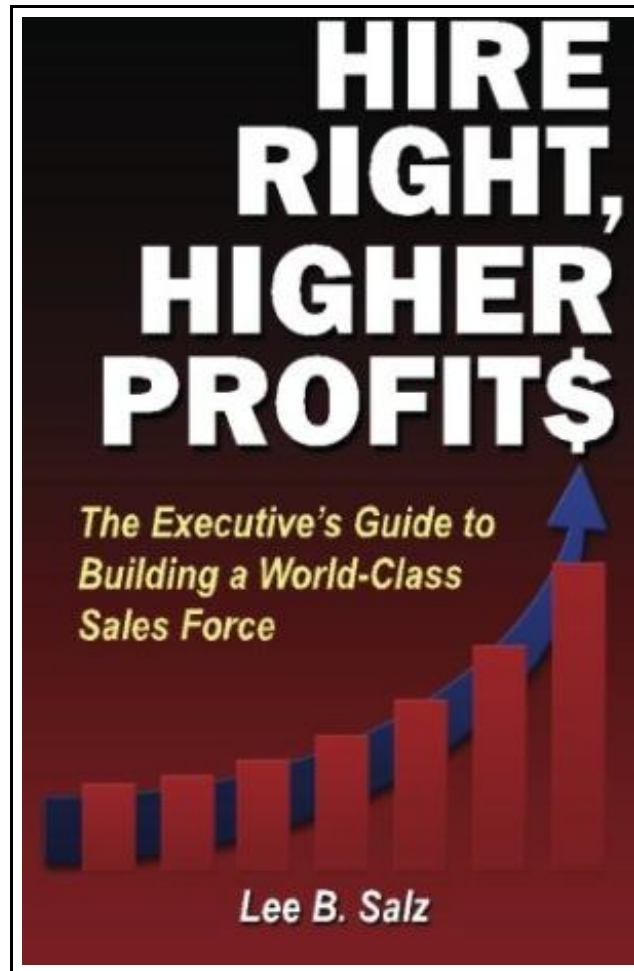


## Hire Right, Higher Profits The Executives Guide to Building a World-Class Sales Force



Filesize: 5.48 MB

### ***Reviews***

*An extremely wonderful pdf with perfect and lucid information. Better then never, though i am quite late in start reading this one. Once you begin to read the book, it is extremely difficult to leave it before concluding.*  
(Elenor Koch PhD)

## HIRE RIGHT, HIGHER PROFITS THE EXECUTIVES GUIDE TO BUILDING A WORLD-CLASS SALES FORCE



CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 154 pages. Dimensions: 8.4in. x 5.4in. x 0.5in. Hired and fired. . . Its the revolving door on sales teams. Executives hire what they believe to be great salespeople, but the results never come and the salespeople are let go. This perpetual cycle eradicates profits, makes revenue targets pipe dreams, and has sales leaders pulling out their hair in frustration. Despite these issues, executives continue to try to hire great salespeople. That three-word expression is exactly what Hire Right, Higher Profits is all about. Sales management strategist, Lee Salz begins the book by challenging readers with the 25, 000 Revenue Test which most executives fail. Then, he hits readers between the eyes with the statement there are no great salespeople and offers proof of it! He also cautions those executives who view the competition as their primary sales talent source of its risks. But Salz doesnt stop there! He challenges executives to shift their perspective from hiring salespeople to investing in revenue. Each salesperson represents a revenue investment made by the company with the core objective of receiving a fast, high return on it no different than when companies invest in sales strategies, tactics, and ideas to grow revenue. Hire Right, Higher Profits teaches executives how to determine what type of revenue investment is needed, evaluate revenue investment candidates and get a fast, high return on the investment made in their new salespeople. The book is a step-by-step, practical guide teaching you how to implement the revenue investment concept impacting both the top and bottom lines. Its a fun, educational read and is chock-full of stories as you learn how to: Shift your executive teams perspective from hiring salespeople to investing in revenue Identify the factors...



**Read Hire Right, Higher Profits The Executives Guide to Building a World-Class Sales Force Online**



**Download PDF Hire Right, Higher Profits The Executives Guide to Building a World-Class Sales Force**

## Other Books



### **Learn em Good: Improve Your Child s Math Skills: Simple and Effective Ways to Become Your Child s Free Tutor Without Opening a Textbook**

Createspace, United States, 2010. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.From a certified teacher and founder of an online tutoring website-a simple and...

[Save Book »](#)



### **Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1624-1625)**

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now...

[Save Book »](#)



### **Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselves By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1625)**

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now you...

[Save Book »](#)



### **What is Love A Kid Friendly Interpretation of 1 John 3:11, 16-18 1 Corinthians 13:1-8**

Teaching Christ's Children Publishing. Paperback. Book Condition: New. Daan Yahya (illustrator). Paperback. 26 pages. Dimensions: 10.0in. x 8.0in. x 0.1in.What is Love is a Bible based picture book that is designed to help children understand...

[Save Book »](#)



### **What is in My Net? (Pink B) NF**

Pearson Education Limited. Book Condition: New. This title is part of Pearson's Bug Club - the first whole-school reading programme that joins books and an online reading world to teach today's children to read. In...

[Save Book »](#)