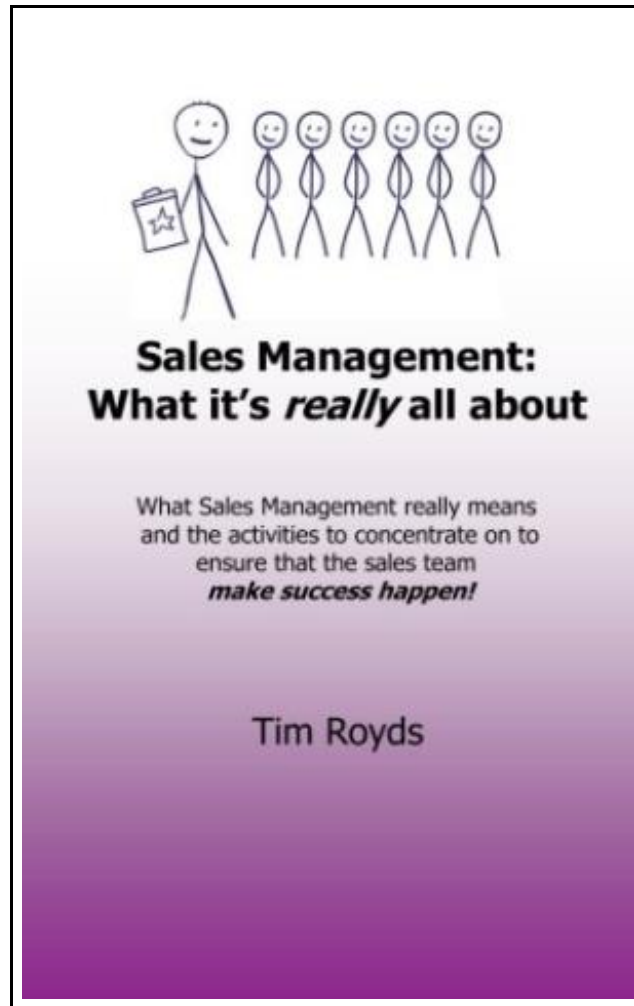


Sales Management: What It s Really All About: What Sales Management Really Means and the Activities to Concentrate on to Ensure That the Sales Team Make Success Happen!



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Reviews

Great e book and helpful one. It really is written in straightforward terms and not hard to understand. You can expect to like how the blogger wrote this book.
(Hudson Christiansen)


SALES MANAGEMENT: WHAT IT S REALLY ALL ABOUT: WHAT SALES MANAGEMENT REALLY MEANS AND THE ACTIVITIES TO CONCENTRATE ON TO ENSURE THAT THE SALES TEAM MAKE SUCCESS HAPPEN!




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Createspace, United States, 2014. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****. Sales Management: What it s really all about is the first in a series of nine short books*, each of which explores a different part of this challenging role. Other titles consider specific areas, and do so in some depth - for example Sales Management: Field Based Coaching, which is book No.4 in the series. Even though each of the books can be read in isolation and in any order, this is arguably the one to read first, since it considers what Sales Management means and what the focus of the Sales Manager should really be. For those new to the role, the book provides the fundamental know-how that drives success, whilst for the more experienced Sales Manager the challenge is to ensure you are indeed investing time and effort in the activities that the book highlights as important. The book is written in a straight-forward and engaging style, and is brought to life by the inclusion of two Case Studies of organisations which have successfully applied the principles discussed. * Being published through 2014 2015 Refreshing, inspirational, and a reminder of the core principles of Sales Management! This advice has made a huge difference to sales and my business! Harry Girvan, Chief Executive Officer, Simplicity Group. An engaging read - holds your attention and provides lots of reminders of what s important in achieving quality results through others. This book provides the sales management structure and know-how to support newly appointed leaders, and for those with established experience provides a welcome refresher about the key things that drive high performance. Tony Fulton, Area Director, HSBC Commercial Banking In the genre of business books, there are some...

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