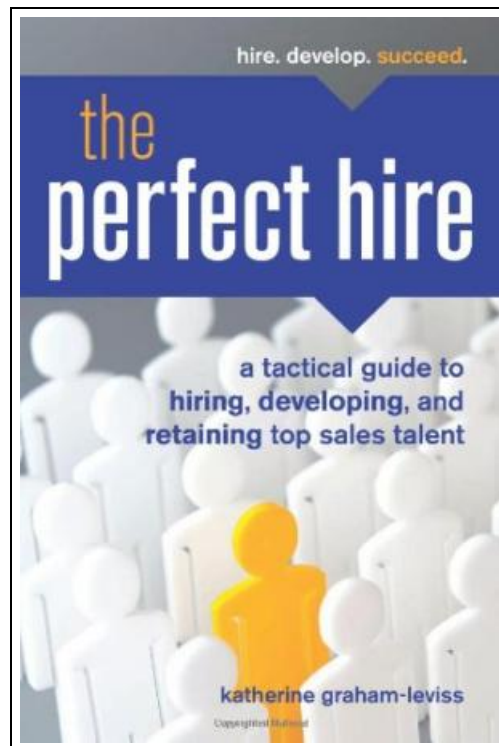


The Perfect Hire: A Tactical Guide to Hiring, Developing, and Retaining Top Sales Talent



Filesize: 1.04 MB

Reviews

Comprehensive guide! Its this type of very good read through. It is actually written in simple words and phrases rather than difficult to understand. It is extremely difficult to leave it before concluding, once you begin to read the book.
(Bernie Mante PhD)

THE PERFECT HIRE: A TACTICAL GUIDE TO HIRING, DEVELOPING, AND RETAINING TOP SALES TALENT

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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 a new sales employee is significant. Stop spending on poor prospects and start profiting with the perfect hire! Praise for The Perfect Hire "The Perfect Hire.is there such a thing? Kathi Graham-Leviss's book has made me a believer! This step-by-step path to success should be required reading for a world class sales organization or those desiring to attain such a competitive distinction." Loretta Penn, President, Spherion Staffing "The Perfect Hire is a comprehensive guide detailing how to actively hire and cultivate the most effective sales force by using meaningful assessments that capture employees' competency, critical thinking and core values. The...

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