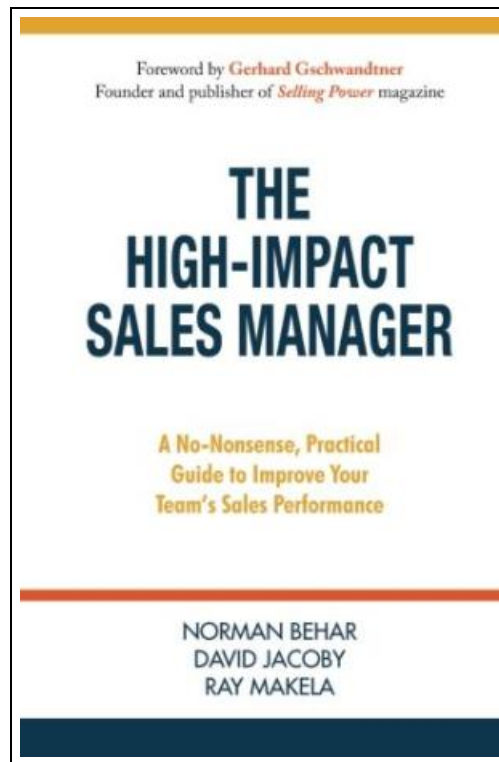


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Reviews




Very good e-book and helpful one. It is among the most awesome publication we have read. Its been developed in an remarkably simple way in fact it is simply right after i finished reading this book through which basically transformed me, affect the way i really believe.
(Prof. Kacey O'Hara)

THE HIGH-IMPACT SALES MANAGER: A NO-NONSENSE, PRACTICAL GUIDE TO IMPROVE YOUR TEAM S SALES PERFORMANCE (PAPERBACK)



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Sales Readiness Group, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Managing a sales team is one of the most important and challenging positions in a company, and it requires a unique set of skills. Unfortunately, many sales managers spend much of their day putting out fires, and moving from problem to problem. Their days consist of an overwhelming number of activities including respond to urgent request from their bosses, resolving customer issues and complaints, and dealing with disgruntled employees. In addition, they find themselves sitting in meetings that run way too long, and submitting countless sales forecasts to satisfy upper management. As a result, sales managers get caught up in a daily grind and end their work week exhausted and feeling like they have little control over their destiny. In *The High-Impact Sales Manager*, you ll learn how to transcend the daily grind and unlock the full potential of your sales team. This includes learning to: Hire the best people and hold them accountable Manage sales performance by focusing on the underlying behaviors that drive performance Consistently produce accurate sales forecasts Provide personalized sales coaching that results in better skills and higher win rates Motivate and inspire your team to greatness Most importantly, *The High-Impact Sales Manager* will leave you feeling confident and enthusiastic in your ability to lead and empower your team to achieve unparalleled success. About the Authors Norman Behar is a proven sales leader with over 25 years of CEO and senior sales management experience. He is recognized as a thought leader in the sales training industry, and has worked with clients in a wide range of industries including financial services, healthcare, technology, manufacturing, and distribution. Norman s white papers and blog posts are frequently featured in...

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