

Today's sales managers face a tough challenge. They must be more productive than ever while relying more on partners and technology with reduced resources in the field. And with fewer, larger customers, every decision becomes more important - and riskier. The Sales Managers Success Manual provides the critical information sales managers need to succeed in this increasingly difficult job. It covers fundamental sales management topics including compensation, forecasting, and motivation, along with more advanced topics such as dealing with internal politics, understanding generational issues, managing up, and developing intuition. Packed with savvy advice, enlightening case studies, and no-nonsense knowhow, The Sales Managers Success Manual is a one-of-a-kind book no sales manager should be without.

Know What to Ask: Forming Great Research Questions (Explorer Library: Information Explorer), The Post-Literary Era, Leonardos Paradigm, The Purpose of Futility: Writing World War I, Australian Style (Uwap Scholarly), The Ladies Paradise: TV tie-in edition (Oxford Worlds Classics), Your Child and the Bible: A Family Activity Book (Learning for Life), Torn Trousers: A True Story of Courage and Adventure: How a Couple Sacrificed Everything to Escape to Paradise,

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In this getAbstract summary, you will learn: What makes being a sales manager a difficult job;; How to master the skills to succeed at it; and How to anticipate and.

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