



## The High-Impact Sales Manager: A No-Nonsense, Practical Guide to Improve Your Team's Sales Performance (Paperback)

By Norman Behar, Ray Makela, Professor David Jacoby

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...



**READ ONLINE**  
[ 5.77 MB ]

### Reviews

*This ebook is wonderful. I could comprehend every thing out of this created e ebook. I am just effortlessly can get a satisfaction of reading a created pdf.*

-- **Federico Nolan**

*This ebook could be worthy of a read through, and far better than other. I am quite late in start reading this one, but better then never. I realized this publication from my dad and i advised this publication to learn.*

-- **Stefan Von**