



DOWNLOAD



READ ONLINE
[2.17 MB]

151 Quick Ideas to Motivate Your Sales Force (Paperback)

By Frank R. Horvath, Julie A. Vincent

Career Press, United States, 2009. Paperback. Condition: New. Language: English . Brand New Book. Traditional ways of motivating a sales force have included money, incentives, contests and even turnover (regardless of performance). While it s true being a sales professional is not for everyone, there is a way to identify, build and retain a top-notch motivated sales force. The trick is to build and keep a sales team that delivers sustainable results. The insights included in this book are designed to shift your thinking about traditional ways of motivating sales professionals you manage. It categorizes key sales-motivating management skills, tools and techniques while incorporating the art and science of sales management, leadership and the human dynamic. In this book you ll learn: * Coaching and Development * Sales force Processes and Systems * Keys to Sales force Leadership * Reward, Recognition and Incentives Sales managers that learn, know and impement a next-in-class approach to motivating their sales professionals will reap high rewards and beat their competition.

Reviews

This kind of publication is every little thing and taught me to looking ahead of time and a lot more. It is packed with wisdom and knowledge Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Ida Herman**

This sort of publication is every thing and helped me seeking ahead of time plus more. I am quite late in start reading this one, but better then never. I found out this pdf from my dad and i recommended this pdf to learn.

-- **Alex Jenkins**