

Sales Manager Wizard



[Tools]

[Participation]

(Talent + Skills + Knowledge) x (Effort + Activity) = Results

Results/Time = Performance

Sales Management

Creating sustainable performance that meets / exceeds required measurable standards

Manager's Tools

- Goal, Objective, Strategy, Tactics
- SWOT
- Modeling
- Mapping
- Problem vs. Symptom Analysis
- Systemic thinking
- Skill vs. Will

Manager's Key Skills

- Administrative
- Communications
- Interpersonal
- Leadership
- Organizational savvy

Manager's Key Duties

- Selecting Employees
- Promoting Achievement
- Minimize Failure
- Define relevant outcomes
- Measure Success Factors

Manager's Key Characteristics

- Authenticity
- Integrity
- Conviction
- Legitimacy

Manager's Key Credibility Factors

- Competence
- Connection
- Character

Manager's Role

- Steward
- Trustee
- Advocate



The rivers of Choice and Chance

Selected Sales Axioms

• A professional is not known by the business he is in but by the way he is in business.

• Concern + Competency = Trust

• If two people want to do business together, details will not interfere

• Perceived value is the only basis for a prospect to move forward

• The revolution in sales is that the benefit must now accrue prior to the transaction

• It's only a benefit if the customer says so.

• Nothing is overpriced unless it is undervalued

• Nobody buys a product or service, People buy what they think will create possibilities for them or they buy results

• What does the customer want to accomplish? What is being

- Sold
- Serviced
- Managed

Sales Wizards Secrets Of Sales Management



ML Yell

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