

# MANAGING for SALES RESULTS

*A Fast-Action Guide  
for Finding, Coaching,  
and Leading Salespeople*



**RON MARKS**  
FOREWORD BY TOM HOPKINS

# Managing For Sales Results A Fastaction Guide To Finding Coaching And Leading Salespeople

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## **Managing For Sales Results A Fastaction Guide To Finding Coaching And Leading Salespeople:**

*Managing for Sales Results* Ron Marks, 2008-03-31 This book looks at various methods for recruiting salespeople from the traditional to the radical and shows you how to make the smartest most profitable hiring decisions for your team It argues that sales managers should put more emphases on coaching and recruiting making it a priority for your sales organization With the right recruiting and training strategies you can find a constant stream of qualified candidates and beat your competitors to the best sales prospects *The Care and Feeding of Highly Aggressive Sales People* , *Die 7 Disziplinen im Sales-Management* Nikolaus A. Rauch, 2016-05-18 Dieses Buch liefert Verkaufs und Vertriebsmethoden sowie erprobte Werkzeuge für die tägliche Praxis in der Führung von Vertriebsmitarbeitern Nikolaus Rauch dokumentiert Inhalte und Fragen im gesamten Vertriebsablauf von der Suche nach Kundenbedürfnissen über die Entstehung von Leistungen bis hin zur Kundenbetreuung Das Buch hilft bei der Gestaltung einer gemeinsamen vertrieblichen Vision und dem Aufbau einer erfolgreichen Community of Practice Bessere Ergebnisse im Vertrieb sind garantiert **The Sales Manager's Guide to Greatness** Kevin F. Davis, 2017-03-28 2018 Axiom Business Book Award Winner Silver Medal Straightforward advice for taking your sales team to the next level If your sales team isn't producing the results expected the pressure is on you to fix the situation fast One option is to replace salespeople A better option is for you to optimize your performance as a sales leader In *The Sales Manager's Guide to Greatness* sales management consultant Kevin F Davis offers 10 proven and distinctly practical strategies skills and tools for overcoming the most challenging obstacles sales managers face and moving your team ahead of the pack This book will help you Learn the 6 sales rep instincts that can cripple your management effectiveness and replace these instincts with a more powerful leadership mindset true sales leadership begins with improving the leader within Stop getting bogged down by distractions become more proactive and find more time to coach lead and inspire your salespeople Get every salesperson on your team to be more accountable and driven to achieve breakthrough sales results Master the 7 keys to hiring great salespeople Create a more customer driven sales team by blending the buyer's journey into your sales process Speed up the improvement of your team by mastering the 7 keys to achieving better coaching outcomes Excel at the most challenging coaching conversation you face how to solve a sales performance problem that is caused by a rep's lousy attitude Attain higher win rates by intervening as a coach at the most critical stages of a buying cycle quickly identify opportunities at risk and coach more deals to the close Discover why so many salespeople fail at sales forecasting and how to impress your company's upper management by submitting more accurate forecasts And much more You can apply the strategies outlined in this book immediately to take control of your time and priorities as a sales manager become more strategic deliver high performance coaching that grows revenues and ultimately drive your team to greatness *Coaching Salespeople into Sales Champions* Keith Rosen, 2008-03-14 Sales training doesn't develop sales champions Managers do The secret to developing a team of high performers isn't more training but better

coaching When managers effectively coach their people around best practices core competencies and the inner game of coaching that develops the champion attitude it makes your training stick With Keith Rosen's coaching methodology and proven L E A D S Coaching Framework™ used by the world's top organizations you'll get your sales and management teams to perform better fast Coaching Salespeople into Sales Champions is your playbook to creating a thriving coaching culture and building a team of top producers This book is packed with case studies a 30 Day Turnaround Strategy for underperformers a library of coaching templates and scripts as well as hundreds of powerful coaching questions you can use immediately to coach anyone in any situation You will learn how to confidently facilitate powerful engaging coaching conversations so that your team can resolve their own problems and take ownership of the solution You'll also discover how to leverage the true power of observation and deliver feedback that results in positive behavioral changes so that you can successfully motivate and develop your team and each individual to reach business objectives faster Winner of Five International Best Book Awards Coaching Salespeople Into Sales Champions is your tactical step by step playbook for any people manager looking to Boost sales productivity and personal accountability while reducing your workload Conduct customer pipeline reviews that improve forecast accuracy customer retention and uncover new selling opportunities Achieve a long term ROI from coaching by ensuring it's woven into your daily rhythm of business Design launch and sustain a successful internal coaching program Turn around underperformers in 30 days or less Build deeper trust and handle difficult conversations by creating alignment around each person's goals and your objectives Coach and retain your top performers Collaborate more powerfully and communicate like a world class leader Training develops salespeople Coaching develops sales champions Your new competitive edge

*Crushing Quota: Proven Sales Coaching Tactics for Breakthrough Performance* Michelle Vazzana, Jason Jordan, 2018-10-26 Make sales coaching a daily priority for top of game staff performance Those who do it right prove time and time again that sales coaching works If you're one of the many managers yet to reap the benefits of sales coaching the solution is in your hands Based on one of today's most popular sales training programs Crushing Quota breaks the process down into manageable components so you can make sales coaching a realistic meaningful part of your staff's job It all comes down to three critical points that the vast majority of sales managers today are missing Provide clear direction for sellers on how to get to quota for all sales roles Ensure effective execution by coaching the right things in the right measure executed the right way Assess seller performance and make timely course corrections It's all about helping your people make the best use of their time and effort That's what coaches do When a salesperson is skilled at making important decisions about which priorities to pursue and which ones to ignore to results follow It's that simple Crushing Quota teaches you how to develop the best coaching approach for your teams and their individual sellers using powerful research based best practices This is the definitive guide to making sales coaching work for any sales team in any industry

*The Sales Boss* Jonathan Whistman, 2016-07-18 The step by step guide to a winning sales team The Sales

Boss reveals the secrets to great sales management and provides direct examples of how you can start being that manager today The not so secret secret is that a winning sales team is made up of high performers but many fail to realize that high performance must be collective A single star cannot carry the entire team and it s the sales manager s responsibility to build a team with the right balance of skills strengths and weaknesses This book shows you how to find the exact people you need bring them together and empower them to achieve more than they ever thought possible You ll learn what drives high performance and how to avoid the things that disrupt it You ll discover the missing pieces in your existing training and learn how to invest in your team to win You ll come away with more than a better understanding of great sales management you ll have a concrete plan and an actionable list of steps to take starting right now Your people are the drivers but you re the operator As a sales manager it s up to you to give your team the skills and tools they need to achieve their potential and beyond This book shows you how and provides expert guidance for making it happen Delve into the psychology behind peak performance Hire the right people at the right time for the right role Train your team to consistently outperform competitors Build and maintain the momentum of success to reach even higher Without sales business doesn t happen No mortgages paid no college funds built no retirement saved for until the sales team brings in the revenue If the sales team wins the organization wins Build your winning team with The Sales Boss the real world guide to great sales management [Super Charge Your Sales Team-A Sales Manager's Guide to Effective Coaching](#) Robert J. Weese,2019-02-04 Are sales cycles getting longer and prospects failing to buy Is constant discounting of the price eroding your profit margin Are your sales people busy but not effective because they are focusing on the wrong activities Are changes needed but you are not sure what to do Selling has been compared to sports for years So much so that sales people are called the elite athletes of the business world Why Both professions are performance based and their incomes are tied to their ability to consistently over achieve Just as professional athletes need advice from expert coaches to achieve peak performance so do sales people As a sales manager you are your team s coach and the better you are at coaching the more successful your sales team will be Will making an investment in your coaching skills really help Absolutely Leslie Schumacher of Talent Bits Bytes reports that salespeople who are coached daily outperform other salespeople by 30% Also salespeople receiving ineffective coaching averaged only 83% of goal attainment where as their performance rose to 102% when they then received effective coaching Coaching is a powerful tool that managers have at their disposal to improve the capability of their sales teams and that it should be a priority for developing sales talent Harvard Business Review Most sales managers would agree that coaching their sales teams is key job function contributing to their success however few know how to do it properly In fact according to studies only 7% of sales managers were found to be effective at coaching without training This ebook looks at the key coaching activities necessary to build stronger sales teams and reach revenue goals It s written by Robert J Weese a professional sales coach with a proven history of helping sales teams reach record revenue growth Robert a former competitive fencer has decades of experience

working with high performance athletes and he knows the parallels between success in sports and success in sales are rooted in the same framework This book contains the information and the tools needed to improve your coaching skills and have an immediate positive effect on your sales results Do you want to be a better sales manager Then you need to be a better coach This ebook will show you how I love your coaching services Bob You are a top pro and everything I learn I love knowing it will be practical and make sense going forward I increased my average sale value by 20% and almost doubled my closing success thanks to Bob s sales coaching Bob I wanted to let you know that the sales training session I had with you this morning was the most valuable one I have ever attended Hey Bob I really enjoyed your session this week I like that it s so customized to exactly what I m struggling with Bob has helped our firm tremendously and is my go to guy for sales

**Sales Coaching: Making the Great Leap from Sales Manager to Sales Coach** Linda Richardson, 2008-11-02 Go from manager to coach and motivate your staff to unprecedented success Since the original publication of this classic guide organizations have recognized that sales coaching is a sales manager s most important role Now author Linda Richardson has completely updated and revised Sales Coaching to include the latest tools and techniques as well as a refined sales coaching process for increasing performance Sales Coaching will help you make the essential transition from boss to coach so you can help salespeople achieve their goals In this new role you will empower your people to reach their highest potential by removing obstacles while fostering self and peer coaching allowing direct reports to take responsibility for their own development Richardson s broader objective is to help build and sustain a sales culture of continuous improvement and sales excellence Inside you ll find a clear practical five step approach to sales coaching that will result in dramatic changes in behavior Sales Coaching includes brand new guidance on Maximizing technology Coaching more effectively Remote coaching Coaching in the action Quarterly coaching plans Richardson provides the skills and strategies you need to deliver feedback that changes behavior and strengthen relationships with your sales team This new edition gives you everything you need to achieve your objectives and build a winning sales culture You will watch members of your team reach performance heights they would not attain without your guidance The results will benefit everyone you your staff and ultimately your customers The choice is yours Be a manager who makes your salespeople do their jobs or be a coach who helps your salespeople succeed

**Sales Leadership** Keith Rosen, 2018-09-25 Coaching is the universal language of learning development and change Imagine a workplace without fear stress or worry Instead you re acknowledged as a valued contributing team player who doesn t sacrifice priorities values happiness or your life for your job Sound ludicrous Consider this is a reality in many thriving organizations Most leadership books don t apply to sales leadership Sales leaders are uniquely and indispensably special and need to be coached in a way that s aligned with their role core competencies and individuality to achieve their personal goals and company objectives What if you can successfully coach anyone in 15 5 or even 60 seconds using one question Sales Leadership makes delivering consistent high impact coaching easy For busy caring managers this removes the pressure and

misconception that Coaching is difficult doesn't work and I don't have time to coach. Since most managers don't know how to coach, they become part of the non-stop problem-solving legion of frustrated Chief Problem Solvers who habitually do others' work, create dependency, and nourish the seed of mediocrity. Great business leaders shift from doing people's jobs to developing them by learning the language of leadership coaching. In its powerful simplicity, Sales Leadership delivers a chronological path to develop a thriving coaching culture and coaching leaders who develop top-performing teams and sales champions. Using Keith's intuitive LEADS Coaching Framework™, the coaching talk tracks for critical conversations, and his Enrollment strategy to create loyal, unified teams, you will inspire immediate change. Now coaching is easily woven into your daily conversations and rhythm of business so that it becomes a natural, healthy habit. In his award-winning book *Coaching Salespeople Into Sales Champions*, Keith was the first Master Certified Coach to share his personal coaching playbook that is now the standard for coaching excellence. Ten years later, and one million miles traveled, he reveals the evolution of sales leadership and coaching mastery through his experiences working with Fortune 5000 companies and small businesses worldwide. In the first book ever titled *Sales Leadership*, you'll master the ability to Ask more questions, give less advice, and build trust and accountability to rely on people to do their job. Reduce your workload and save 20 hours a week on unproductive and wasteful activities. Shatter the toxic myths around coaching to eliminate generational gaps and departmental silos. Achieve business objectives, boost sales faster, and retain more customers. Create buy-in around strategic change and improve daily performance metrics. Assess company readiness and ensure implementation of a successful and sustainable coaching initiative and create a healthy, happy workplace. People create the mindset; mindset shapes behavior; behavior defines culture; and ultimately, culture determines success. That's why the primary business objective is To Make Your People More Valuable.

*Next Level Sales Coaching* Steve Johnson, Matthew Hawk, 2020-07-21

Do you remember being in the trenches as a salesperson? What did you think of your sales manager? If you're like many front-line sellers, you probably didn't think she or he was a wonderful example of leadership who could inspire you to do your best in life and in work. The unfortunate truth is that many sales managers well-meaning though they usually are, lack the skills and know how to help their sales teams grow and achieve greater success. Over a combined 50 years of experience as salespeople, managers, coaches, and executives, authors Steve Johnson and Matthew Hawk have witnessed the do's and don'ts of top-performing sales teams. *Next Level Sales Coaching* is the culmination of their experience. In this book, they distill what they have learned working with organizations like Google, Bank of America, Enterprise Rent A Car, and many more. The result is a compendium of best sales coaching practices with the power to make any sales manager into an inspirational and transformational leader. At its heart, this book is about how to integrate a person-centered development mindset into sales environments. Readers will work through practical examples, including a self-assessment to identify the best way to implement strong coaching programs within their organizations. Each chapter concludes with takeaway questions and tips that sales leaders can use right away.

From goal setting to daily sales huddles and sales development training to analytics Next Level Sales Coaching covers the best practices that readers will want to implement to take sales management to the next level **Cracking the Sales Management Code: The Secrets to Measuring and Managing Sales Performance** Jason Jordan,Michelle Vazzana,2011-10-14 Boost sales results by zeroing in on the metrics that matter most Sales may be an art but sales management is a science Cracking the Sales Management Code reveals that science and gives practical steps to identify the metrics you must measure to manage toward success Arthur Dorfman National Vice President SAP Cracking the Sales Management Code is a must read for anyone who wants to bring his or her sales management team into the 21st century Mike Nathe Senior Vice President Essilor Laboratories of America The authors correctly assert that the proliferation of management reporting has created a false sense of control for sales executives Real control is derived from clear direction to the field and this book tells how do to that in an easy to understand actionable manner Michael R Jenkins Signature Client Vice President AT T Global Enterprise Solutions There are things that can be managed in a sales force and there are things that cannot Too often sales management doesn t see the difference This book is invaluable because it reveals the manageable activities that actually drive sales results John Davis Vice President St Jude Medical Cracking the Sales Management Code is one of the most important resources available on effective sales management It should be required reading for every sales leader Bob Kelly Chairman The Sales Management Association A must read for managers who want to have a greater impact on sales force performance James Lattin Robert A Magowan Professor of Marketing Graduate School of Business Stanford University This book offers a solution to close the gap between sales processes and business results It shows a new way to think critically about the strategies and tactics necessary to move a sales team from good to great Anita Abjornson Sales Management Effectiveness Abbott Laboratories About the Book There are literally thousands of books on selling coaching and leadership but what about the particulars of managing a sales force Where are the frameworks metrics and best practices to help you succeed Based on extensive research into how world class companies measure and manage their sales forces Cracking the Sales Management Code is the first operating manual for sales management In it you will discover The five critical processes that drive sales performance How to choose the right processes for your own team The three levels of sales metrics you must collect Which metrics you can manage and which ones you can t How to prioritize conflicting sales objectives How to align seller activities with business results How to use CRM to improve the impact of coaching As Neil Rackham writes in the foreword There s an acute shortage of good books on the specifics of sales management Cracking the Sales Management Code is about the practical specifics of sales management in the new era and it fills a void Cracking the Sales Management Code fills that void by providing foundational knowledge about how the sales force works It reveals the gears and levers that actually control sales results It adds clarity to things that you intuitively know and provides insight into things that you don t It will change the way you manage your sellers from day to day as well as the results you get from year



to year     **Sales Management Success** Warren Kurzrock,2019-10-15 The most up to date and proven strategies from the CEO of Porter Henry Co written exclusively for sales managers Sales Management Success Optimizing Performance to Build a Powerful Sales Team contains a leading edge training program that is filled with state of the art approaches specifically designed for sales managers Drawing on the author s experience as the CEO of Porter Henry Co the oldest sales force training company in the world Warren Kurzrock details the 8 most critical abilities and strategies in the sales manager s job The Porter Henry process has proven to routinely help teams and individuals multiply their bottom line results While all major companies provide basic orientations for new sales managers these sessions are usually focused on policy procedure product and marketing information Most companies spend huge amounts of money on sales training new employees but do little for sales manager development Written for sales executives in an appealing upbeat tone the book is well grounded in research and real world experience as well as proven ideas and tools The 8 strategies are supported with illustrative examples and quotes from successful sales executives This must have book Contains the most up to date strategies for sales executives Offers compelling real world examples Includes the ideas and tools that can be put into action immediately Draws on the experience of the CEO of Porter Henry Co Reinforces the immediate application and learning with assessments exercises professional toolbox Sales Management Success Optimizing Performance to Build a Powerful Sales Team offers a well organized real world process for today s sales leader to meet the challenge of a most challenging chaotic job     **Sales Management - Simplified** Mike Weinberg,2015-10-21 Why do sales organizations fall short Every day expert consultants like Mike Weinberg are called on by companies large and small to find the answer and it s one that may surprise you Typically the issue lies not with the sales team but with how it is being led Through their attitude and actions senior executives and sales managers unknowingly undermine performance In Sales Management Simplified Weinberg tells it straight calling out the problems plaguing sales forces and the costly mistakes made by even the best intentioned sales managers The good news with the right guidance results can be transformed Blending blunt practical advice with funny stories from the field this book helps you Implement a simple framework for sales leadership Foster a healthy high performance sales culture Conduct productive meetings Create a killer compensation plan Put the right people in the right roles Coach for success Retain top producers and remediate underperformers Point salespeople at the proper targets Sharpen your sales story Regain control of your calendar And more Long on solutions and short on platitudes Sales Management Simplified delivers the tools you need to succeed     **Sales Growth** Thomas Baumgartner,Homayoun Hatami,Jon Vander Ark,2012-03-28 A comprehensive guide to how companies can drive sales growth Finding growth today can be an enormous challenge for companies in a complex and fast changing business environment There are no simple solutions but in Sales Growth experts from McKinsey Company provide a practical blue print for achieving this goal by revealing what world class sales executives are doing right now to find growth and capture it as well as how they are

creating the capabilities to keep growing in the future Broken down into five overarching strategies this book focuses on the valuable lessons that power growth including how to get ahead of the competition by taking advantage of trends and turning complex analysis into simple guidelines that sales reps on your front line need to sell better Page by page you ll learn how successful sales executives find untapped pockets of growth act like locals to make the most of emerging markets opportunities and power growth through digital sales You ll also discover what it takes to find big growth in big data develop the right sales DNA in your organization and improve channel performance Based on interviews of more than 120 of today s most successful global sales leaders from a wide array of B2C and B2B organizations Offers real life examples of how successful sales leaders overcame the challenges encountered in the quest for growth Contains insights on finding growth before your competitors optimizing sales operations and technology developing sales talent and capabilities and much more Created by sales executives for sales executives this book will provide you with the practical guidelines and useful insights to drive sales growth today and in the future

*The High-Impact Sales Manager* Norman Behar, David Jacoby, Ray Makela,2016-05-16 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

**You Can Always Sell More** Jim Pancero,2006-04-20 The sales manager s step by step guide to better team performance As an experienced sales manager how do you improve your team s performance Which selling skills developed to their fullest potential have the greatest impact on revenues and profitability *You Can Always Sell More* will guide you through a proven step by step system for evaluating training and coaching your sales force It will help you establish a simple and effective evaluation and improvement planning process for even your most successful salespeople Proven in a wide array of industries this will also show you how to improve your ability to coach and lead a team of sales professionals Jim Pancero Eden Prairie MN is the founder of one of the country s most advanced sales and sales management training and consulting firms He has conducted training sessions for over 200 000

experienced corporate sales team members association attendees and graduate level university students      **Inside Sales Management** Mark Wilensky, 2006-10 Inside Sales Management is that rare business book which addresses the most challenging situations that managers encounter often on a daily basis Whether it s helping salespeople outgrow their fears and need for approval eliminating excuse making pow      **Hire Right, Higher Profits** Lee B. Salz, 2014-01 Unless your product sells itself your sales force determines your ultimate success Lee Salz is spot on in his assessment of the importance of viewing salespeople as a major investment in your business Harvey Mackay author of the 1 New York Times bestseller Swim With The Sharks Without Being Eaten Alive The most insightful and most complete book on hiring the RIGHT salesperson I have ever seen or read If you need great salespeople this book is not an option it s an imperative Jeffrey Gitomer author of 21 5 Unbreakable Laws of Selling The challenge in building a strong sales organization has always been in identifying and retaining the right talent Hire Right Higher Profits looks past the hype It recognizes that success is about process and involves more sweat than inspiration This book offers a detailed and sound process that will deliver consistent results Howard Stevens Chairman Chally Group Worldwide Hired and fired It s the revolving door on sales teams Executives hire what they believe to be great salespeople but the results never come and the salespeople are let go This perpetual cycle eradicates profits makes revenue targets pipe dreams and has sales leaders pulling out their hair in frustration Despite these issues executives continue to try to hire great salespeople That three word expression is exactly what Hire Right Higher Profits is all about Sales management strategist Lee Salz begins the book by challenging readers with the 25 000 Revenue Test which most executives fail Then he hits readers between the eyes with the statement there are no great salespeople and offers proof of it He also cautions those executives who view the competition as their primary sales talent source of its risks But Salz doesn t stop there He challenges executives to shift their perspective from hiring salespeople to investing in revenue Each salesperson represents a revenue investment made by the company with the core objective of receiving a fast high return on it no different than when companies invest in sales strategies tactics and ideas to grow revenue Hire Right Higher Profits teaches executives how to determine what type of revenue investment is needed evaluate revenue investment candidates and get a fast high return on the investment made in their new salespeople The book is a step by step practical guide teaching you how to implement the revenue investment concept impacting both the top and bottom lines It s a fun educational read and is chock full of stories as you learn how to Shift your executive team s perspective from hiring salespeople to investing in revenue Identify the factors that affect revenue investment performance the causes of a salesperson s success or failure in the role Assemble a Revenue Investment Evaluation Program to contrast candidates with the performance factors Scrutinize a Revenue Investment Prospectus a salesperson s resume to get to the truth Evaluate candidates so you select the right salespeople for revenue investments Protect the revenue investment through structured sales onboarding Design sales onboarding curriculum to get a fast high return on the new revenue investments Assess

revenue investment performance both during and post onboarding The methodology presented in Hire Right Higher Profits can be implemented in any company in any industry of any size The book is not based on scientific studies but rather on real world field tested sales management practices that Lee Salz has developed and used for over twenty years with both his sales teams and for clients Whether you are a seasoned executive or new sales manager this book has everything you need to build a world class sales force

Your Sales Management Guru's Guide to . . . Recruiting High-Performance Sales Teams Ken Thoreson, 2010-12 Hire the Best Not Just the Best Available What's the number challenge for sales leaders and sales organizations Recruiting and hiring top talent While most sales organizations focus on creating a sales process to increase sales performance they fail to develop an effective recruiting and interviewing process that attracts top talent Then they wonder why their sales training and sales process didn't work Finally there is a definitive resource designed to help individual sales leaders and entire organizations attract recruit and hire high performing salespeople In Sales Management Guru's Guide to Recruiting High Performance Sales Teams you'll get detailed interview scorecards interviewing questions and sample job descriptions Plus a bonus section dedicated to the new hire on boarding process You'll also learn How to develop your ideal salesperson profile How to create a sales candidate funnel Where to find top sales talent Why many sales managers get fired in less than 18 months How an Interview Scorecard screens out the empty suit's How to take emotion out of the interview process Why and how to use a sales case study to evaluate your candidates How to use sales assessments and why they are an important factor in selection How to properly conduct a telephone interview and use scoring list to assess talent How to use social media to evaluate sales candidates And much more Praise for Your Sales Management Guru's Guide If you're a crazy busy sales manager and constantly worried about reaching your revenue goals follow Ken Thoreson's savvy advice to create a high performance sales organization Jill Konrath Author of SNAP Selling and Selling to Big Companies Ken Thoreson has hit it out of the park with his Your Sales Management Guru's Guide series If you are serious about taking your sales team to the next level read these books Jeb Blount Author of People Buy You and Power Principles About The Author Ken Thoreson is a sales management thought leader who has a passion for developing and implementing creative sales management strategies designed to build high performance sales teams As president of Acumen Management Group he helps clients ranging from early stage to Fortune 500 develop winning sales management strategies

Discover tales of courage and bravery in Crafted by is empowering ebook, Stories of Fearlessness: **Managing For Sales Results A Fastaction Guide To Finding Coaching And Leading Salespeople** . In a downloadable PDF format ( Download in PDF: \*), this collection inspires and motivates. Download now to witness the indomitable spirit of those who dared to be brave.

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## Managing For Sales Results A Fastaction Guide To Finding Coaching And Leading Salespeople Introduction

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