

"The Sales Leader's Problem Solver is just what we need for sales leaders to get into their sales and problems, or just realize the solutions they are seeking are 'too easy' - that it was the book we just read every day!"
-David Day, Sales and Marketing Director at the American Express Company



THE SALES LEADER'S PROBLEM SOLVER

Practical Solutions to Common Management Mix-ups,
Handle Difficult Sales Reps, and
Make the Most of Every Opportunity

SUZANNE M. PALING

Practical Solutions to Common Management Mix-ups,
Handle Difficult Sales Reps, and
Make the Most of Every Opportunity

As a sales leader, you know your sales team is the lifeblood of your business. But when they're not performing, it can be a real challenge to get them back on track. This book provides practical solutions to common management mix-ups, handle difficult sales reps, and make the most of every opportunity.

Whether you're a new sales leader or a seasoned pro, this book will help you to:

- Identify common management mix-ups and their causes
- Develop effective sales strategies and tactics
- Handle difficult sales reps and their challenges
- Make the most of every opportunity and maximize your sales team's potential

This book is a must-read for any sales leader who wants to improve their sales team's performance and achieve their business goals.

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When sales managers realize that their sales team is not performing, they often wonder why. The answer is usually a combination of factors, including lack of training, poor communication, and a lack of motivation. This book provides practical solutions to common management mix-ups, handle difficult sales reps, and make the most of every opportunity.

Whether you're a new sales leader or a seasoned pro, this book will help you to:

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- Develop effective sales strategies and tactics
- Handle difficult sales reps and their challenges
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