



Managing Iron Salespeople How To Manage Salespeople In An Ag Dealership

Ying-Ying Zheng



Managing Iron Salespeople How To Manage Salespeople In An Ag Dealership:

Managing Iron Salespeople Frank Lee,2000-09-01 This is a comprehensive book on how to manage salespeople in an Agricultural Implement dealership It shows sales managers step by step how to create sales policies and philosophies and how to put them into practice to continuously develop their salespeople While written specifically for the ag equipment industry sales managers from all industries will benefit from the practical tools in this book *Subject Guide to Books in Print* ,1991 **Directory of Manufacturers' Sales Agencies** Manufacturers' Agents National Association (U.S.),1999

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