

"Outsourcing the Sales Function really developed a paper trail used when considering
outsourced sales to generate specific results. Through careful planning, Intel experienced
highly successful results with predictable cost of sales."

— George Linde, Intel Corporation

OUTSOURCING THE SALES FUNCTION

The Real **COSTS** of Field Sales



ERIN ANDERSON BOB TRINKLE

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Outsourcing The Sales Function The Real Costs Of Field Sales

Yi-Tong Ma



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