

SELLING THROUGH INDEPENDENT REPS

Third Edition

HAROLD J. NOVICK

Selling Through Independent Reps

The Staff of Entrepreneur Media, Inc.



Selling Through Independent Reps:

Selling Through Independent Reps Harold J. Novick, 2000 Managing an independent sales force can be a major challenge but if it is done right it can also be a powerful and lucrative sales strategy Now in its third edition this classic guide uncovers a wealth of proven tips and strategies for developing and maintaining a successful independent sales force that will dramatically increase sales and profits The book explains how to Decide if an independent rep force is the right choice Find hire and support a highly productive rep group Integrate reps into a total market segmentation strategy Manage reps without controlling them and more Plus it includes completely new information on the changing relationships between customers and suppliers and the impact these changes have had on sales channels *Selling Through Independent Reps*, 1982 **How to Sell by Independent Sales Agents - A Step by Step Guide to Working with an Independent Sales Representative** Meir Liraz, 2019-03-13 This guide will walk you step by step through all the essential phases of using independent sales agents and sales reps to sell your products or services The independent sales agent also called sales representative may be the answer for business owners who have problems with selling In some cases the problem may be that there are not enough prospects to justify putting a full time sales force on the factory's payroll In other cases because of heavy schedules the sales staff may be missing opportunities to cultivate new accounts This guide provides guidelines that should help the owner manager of a small company to determine whether or not a sales agent is needed Pointers are also given on how to choose an agent and how to work profitably with him or her My name is Meir Liraz and I'm the author of this book According to Dun Bradstreet 90% of all business failures analyzed can be traced to poor management This is backed up by my own experience In my 31 years as a business coach and consultant to businesses I've seen practically dozens of business owners fail and go under not because they weren't talented or smart enough but because they were trying to reinvent the wheel rather than rely on proven tested methods that work And that is where this book can help it will teach you how to avoid the common traps and mistakes and do everything right the first time **Sales Management** Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr, Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today's emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions

along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor s manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters Start Your Own Business, Sixth Edition The Staff of Entrepreneur Media,2015-01-19 Tapping into more than 33 years of small business expertise the staff at Entrepreneur Media takes today s entrepreneurs beyond opening their doors and through the first three years of ownership This revised edition features amended chapters on choosing a business adding partners getting funded and managing the business structure and employees and also includes help understanding the latest tax and healthcare reform information and legalities

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