

CONTEMPORARY DIMENSIONS OF SALES MANAGEMENT

Assoc. Prof. Vanya Grigorova, PhD

Abstract: The paper analyses changes in the factors of the macro- and micro-marketing environment that have given a new image to contemporary sales over the last two decades. It also reviews key concepts and approaches to modern sales management and contributes to the theory of sales management by designing a conceptual goal-oriented model. The model presents three levels of relations that exist between three modules of metrics – those of sales, marketing and business organisations, and function as a system. The flexibility of the model renders it universally applicable to business organisations in different sectors of the economy.

Key words: sales; sales management; sales management model; sales management metrics.

JEL: M31.

Introduction

The sales management process has been affected by new developments in contemporary marketing environment that started at the beginning of the 21st century. A number of objective structural and functional changes have taken place in economics in terms of improved e-commerce, more specific customer demand, the adoption of technological, product and sales innovations, etc. As a result, the nature and the focus of sales management have been changing, too. It is now possible to employ new conceptual approaches and models to sales management. The **main objective** of this paper is to systematize these contemporary dimensions and to suggest a new conceptual model that will contribute to the

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Handbook of Research on Effective Marketing in Contemporary Globalism Christiansen, Bryan, Yıldız, Salih, Yıldız, Emel, 2014-06-30 The 21st century has brought about many changes in the economic realm due to acceleration of globalization. The competitive landscape in numerous areas must always be reinvented to account for these changes, therefore making different marketing efforts a requirement for long term success. The Handbook of Research on Effective Marketing in Contemporary Globalism provides readers with an understanding of the importance of marketing products and services across different cultures and languages in an era of high global competition. Intensified globalization, shifting demographics, and rapid innovations in technology and productivity solidify this publication's importance to scholars, practitioners, business executives, and undergraduate/graduate students.

Handbook of Research on Interdisciplinary Reflections of Contemporary Experiential Marketing Practices Akel, Gökhan, 2022-06-24 Technology has brought many innovations and changes in experiential design and experiential products and services. The digital transformations brought about by technology have led to problem solving, creative functioning, and unique improvements along with experiences. Human digital experience interaction prevails in many areas of modern society, and in order to evaluate this interaction, a more balanced understanding of digital and experience processes is required. The Handbook of Research on Interdisciplinary Reflections of Contemporary Experiential Marketing Practices discusses innovative research on experiential marketing and evaluates the interdisciplinary reflections of practices from different perspectives. The book also explores how the concept of experience is developed, managed, and marketed according to current consumer needs and motivations. Covering critical topics such as experience economy and tourism experience management, this reference work is ideal for managers, marketers, hospitality professionals, academicians, practitioners, scholars, researchers, instructors, and students.

Contemporary Retail Marketing in Emerging Economies David Eshun Yawson, Fred A. Yamoah, 2022-10-11 This book highlights the development of retail marketing in developing economies and presents this sector as a major area of growth and business opportunity. With a special focus on supermarket chains, the authors show that the advancement of technology and infrastructure means that there are now increased electronic capabilities for data collection, giving retailers more opportunities to pursue micro and macro marketing strategies. The authors explain the evolution of this new era of marketing and the associated impact on all stakeholders, especially consumers. Taking the example of Ghana, which is considered a leader among African nations in the use of loyalty cards, the authors are able to set a benchmark for other emerging countries, especially those that are experiencing similar trends. The book is a valuable resource for students, researchers, and foreign companies wishing to expand their knowledge of the marketing strategies employed by emerging economies in Sub-Saharan Africa.

Contemporary Issues in Marketing Ayantunji Gbadamosi, 2019-09-02 As the landscape of marketing knowledge

changes contemporary buyers be it individuals or organisations are now more informed more demanding and crave value co creation with marketers This coupled with technological and socio cultural changes provides robust evidence that the old perspectives assumptions and practices of marketing are no longer satisfactory Contemporary Issues in Marketing is a comprehensive up to date and cutting edge resource that presents a coherent understanding of topical issues in marketing Bringing together theory and practitioners perspectives it firmly addresses the prevailing challenges in the marketing world Using vignettes on topics such as technology ethics and practitioner viewpoints this book explores the paradigm shift in marketing and developments in thoughts throughout the discipline Contemporary Marketing Strategy Rajagopal,

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State, Society and the Market in Contemporary Vietnam Hue-Tam Ho Tai,Mark Sidel,2012-11-27 Lively debates around property access to resources legal rights and the protection of livelihoods have unfolded in Vietnam since the economic reforms of 1986 Known as Doi Moi changing to the new these have gradually transformed the country from a socialist state to a society in which a communist party presides over a neoliberal economy By exploring the complex relationship between property the state society and the market this book demonstrates how both developmental issues and state society relations in Vietnam can be explored through the prism of property relations and property rights The essays in this collection demonstrate how negotiations over property are deeply enmeshed with dynamics of state formation and covers debates over the role of the state and its relationship to various levels of society the intrusion of global forces into the lives of marginalized communities and individuals and how community norms and standards shape and reshape national policy and laws With contributors from around the world this book will be of great interest to students and scholars of East and Southeast Asian studies including politics culture society and law as well as those interested in the role of the state and property relations more generally

Contemporary Research in E-marketing Sandeep Krishnamurthy,2005-01-01 Annotation E marketing is intrinsically interdisciplinary with academic researchers in many fields conducting research in the area This book brings the work being conducted in many disciplines to one outlet encouraging cross fertilisation of ideas and greater dissemination of key research concepts

Changing Dimensions of Human Security in Contemporary World DR. AURORA MARTIN,DR. NANDINI BASISTHA,2023-09-11 The world turned topsy turvy after Covid 19 pandemic The whole equation and thrust of global politics and economics is now at a new verge The main question is now how we can secure human race and humanity This is the main thrust of the book Changing Dimensions of Human Security in Contemporary World This book is an outcome of collective research work done by erudite scholars from different parts of world like USA Russia Japan Australia Romania Nigeria Nepal Bangladesh and India who has come together in search of new trends of human security They touched upon different milieu as well as dimensions of human security and pandemic in contemporary world scenario In thirty two essays forty seven authors collectively explored situation of human security in several domains including international politics law economy labour force sustainable development education gender and

may more I believe that this collection of essays can become a benchmark for the future as well as spur new research agendas and projects that will put the region into a much needed conversation on the recent trends of human security in contemporary world This book will try to reimagining this changing dimension of Human Security in the Pandemic situation The goal of this book is to improve the standards of the international community of academicians researchers scholars and scientists by exposing them to the latest trends developments and challenges in the field The volume is essential reading for social scientists bureaucrats and non governmental political activists interested in human security It will also appeal to public policy analysts and scholars who have yet to adopt the contribution of critical security and development studies in the analysis of different dimensions of human security

Contemporary Digital Transformation and Organizational Effectiveness in Business 4.0 Nilanjan Ray,Sudin Bag,Tapas Kumar Chatterjee,2024-11-22 Making businesses sustainable is an ever present challenge faced by entrepreneurs both established and new This new book takes an insightful look at the changes occurring in the digital arena for enhancing organizational effectiveness in business today This volume discusses AI and machine learning in business sustainable development goals for organizational effectiveness sociointercultural sustainable natural resources management entrepreneurial marketing practices specialized technical education Bitcoin and cryptocurrencies digital financial services and more

Fashion Marketing: Contemporary Issues Tony Hines,Margaret Bruce,2012-10-12 Fashion Marketing is a book of key chapter contributions from renowned academics and practitioners that addresses many of the contemporary issues facing one of the world s largest and most global of industries With international contributions from the UK USA and China Fashion Marketing covers all of the key themes and issues of this area including forecasting sourcing supply chain management demand management new product development design management logistics range planning colour prediction market testing e commerce strategy Ideal for use on any undergraduate or postgraduate courses in Fashion Textiles Apparel and Retailing Management where there is a need to address the topic of fashion marketing this book will also serve as a useful informative and authoritative text for senior managers in the fashion marketing industries wanting to gain further understanding of current and future developments within the industry

Breaking Down Language and Cultural Barriers Through Contemporary Global Marketing Strategies Khosrow-Pour, D.B.A., Mehdi,2019-06-14 One of the most challenging obstacles for many businesses in successfully reaching a global market stems from cultural and language barriers and the lack of a clear understanding of this issue It is critical for businesses to understand these cultural and language barriers and how to face them through effective communications and cultural sensitivity The companies that will thrive and see the most success are the ones whose employees communicate and collaborate effectively with customers suppliers and partners all over the world *Breaking Down Language and Cultural Barriers Through Contemporary Global Marketing Strategies* provides both empirical and theoretical research focused on ways that business professionals and organizations are breaking down cultural and language barriers integrating cultural

sensitivity and implementing cross cultural management practices into their daily business practices Featuring research on topics such as origin effects consumption culture and cross cultural management managers consultants academic researchers practitioners business educators and advanced students in various disciplines will find the content within this publication to be beneficial Contemporary Gender Transformations in South Asia Reazul Haque,2025-06-30 Reazul Haque presents an insightful exploration into how modern gender expressions in South Asia resist traditional archetypes and adapt to contemporary social shifts **Contemporary Advances in Food Tourism Management and Marketing** Francesc Fusté-Forné,Erik Wolf,2023-02-15 This comprehensive multidisciplinary and expert led book provides insight into the most current and insightful topics within food and beverage tourism practice and research elaborated by leading researchers and practitioners in the field The relationships between food and tourism have not only been at the core of recent tourism experiences but they are expected to be crucial in the transformation of tourism futures International in approach this book analyzes the food tourism phenomenon from supply and demand perspectives from health and politics to high touch and high tech and brings together the relevant issues that inform these contemporary advances in food tourism research and practice Providing a holistic approach to recent and future trends the book is divided into 16 carefully selected and specially commissioned chapters that discuss the significance of food tourism research the management and marketing of contemporary food and beverage experiences the role of responsibility in the production and consumption of food tourism and the anticipation of future trends in food and beverage tourism This volume combines academic research with practitioner experience allowing the authors to explore debate and analyze our industry s future challenges and solutions This book is essential reading for students and researchers with an interest in food tourism as well as practitioners

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Table of Contents Marketing Contemporary Dimensions By

1. Understanding the eBook Marketing Contemporary Dimensions By
 - The Rise of Digital Reading Marketing Contemporary Dimensions By
 - Advantages of eBooks Over Traditional Books
2. Identifying Marketing Contemporary Dimensions By
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Marketing Contemporary Dimensions By
 - User-Friendly Interface
4. Exploring eBook Recommendations from Marketing Contemporary Dimensions By
 - Personalized Recommendations
 - Marketing Contemporary Dimensions By User Reviews and Ratings
 - Marketing Contemporary Dimensions By and Bestseller Lists
5. Accessing Marketing Contemporary Dimensions By Free and Paid eBooks
 - Marketing Contemporary Dimensions By Public Domain eBooks
 - Marketing Contemporary Dimensions By eBook Subscription Services
 - Marketing Contemporary Dimensions By Budget-Friendly Options
6. Navigating Marketing Contemporary Dimensions By eBook Formats

- ePub, PDF, MOBI, and More
- Marketing Contemporary Dimensions By Compatibility with Devices
- Marketing Contemporary Dimensions By Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Marketing Contemporary Dimensions By
 - Highlighting and Note-Taking Marketing Contemporary Dimensions By
 - Interactive Elements Marketing Contemporary Dimensions By
- 8. Staying Engaged with Marketing Contemporary Dimensions By
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Marketing Contemporary Dimensions By
- 9. Balancing eBooks and Physical Books Marketing Contemporary Dimensions By
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Marketing Contemporary Dimensions By
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Marketing Contemporary Dimensions By
 - Setting Reading Goals Marketing Contemporary Dimensions By
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Marketing Contemporary Dimensions By
 - Fact-Checking eBook Content of Marketing Contemporary Dimensions By
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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