

A low-angle shot of two business professionals in dark suits shaking hands. The background features several tall skyscrapers with glass and steel facades, reaching towards a bright, slightly cloudy sky. The perspective is from below, looking up at the hands and the buildings.

PERSONAL SELLING AND SALES MANAGEMENT

Selling And Sales Management

Lisa Spiller



Selling And Sales Management:

Selling and Sales Management David Jobber, Geoffrey Lancaster, Kenneth Le Meunier-FitzHugh, 2019 This new edition comes fully updated with new case studies using working businesses to connect sales theory to the practical implications of selling in a modern environment It also contains the results from cutting edge research that differentiates it from most of its competitors The book continues to place emphasis on global aspects of selling and sales management Topics covered include technological applications of selling and sales management ethics of selling and sales management systems selling and a comprehensive coverage of key account management

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Sales Management Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker (Jr.), Michael R. Williams (Professor of marketing), 2021

Sales Management William L. Cron, Thomas E. DeCarlo, 2010 Easily accessible real world and practical Dalrymple's Sales Management 10e by Cron and DeCarlo introduces the reader to the issues strategies and relationships that relate to the job of managing an effective sales force With a lively and engaging style this book places emphasis on developing a sales force program and managing strategic account relationships With additional information on team development diversity in the work force problem solving skills and financial issues this title provides a complete guide for taking student past the classroom and into a future career in sales management

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Selling and Sales Management Emerson Dunlap, 2019-06-06 Sales are activities that are related to the selling of goods or services The process of selling is subject to identifiable rules and stages Sales management is an important domain in businesses concerned with the application of sales techniques for the management of the sales operations of a firm Sales operations differ from company to company However they can be grouped within the categories sales force enablement business analytics attainment planning sales administration and sales operations mandate and design This book is a valuable compilation of topics ranging from the basic to the most complex theories and principles in the field of selling and sales management It elucidates new techniques and applications of sales management in a comprehensive manner It aims to serve as a resource guide for students and experts alike and contribute to the growth of the discipline

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