

Sales Manager Wizard



[Tools]

[Participation]

(Talent + Skills + Knowledge) x (Effort + Activity) = Results

Results/Time = Performance

Sales Management

Creating sustainable performance that meets / exceeds required measurable standards

Manager's Tools

- Goal, Objective, Strategy, Tactics
- SWOT
- Modeling
- Mapping
- Problem vs. Symptom Analysis
- Systemic thinking
- Skill vs. Will

Manager's Key Skills

- Administrative
- Communications
- Interpersonal
- Leadership
- Organizational savvy

Manager's Key Duties

- Selecting Employees
- Promoting Achievement
- Minimize Failure
- Define relevant outcomes
- Measure Success Factors

Manager's Key Characteristics

- Authenticity
- Integrity
- Conviction
- Legitimacy

Manager's Key Credibility Factors

- Competence
- Connection
- Character

Manager's Role

- Steward
- Trustee
- Advocate



The rivers of Choice and Chance

Selected Sales Axioms

• A professional is not known by the business he is in but by the way he is in business.

• Concern + Competency = Trust

• If two people want to do business together, details will not interfere

• Perceived value is the only basis for a prospect to move forward

• The revolution in sales is that the benefit must now accrue prior to the transaction

• It's only a benefit if the customer says so.

• Nothing is overpriced unless it is undervalued

• Nobody buys a product or service, People buy what they think will create possibilities for them or they buy results

• What does the customer want to accomplish? What is being

- Sold
- Serviced
- Managed

Sales Wizards Secrets Of Sales Management

Thirumalaisamy P.
Velavancorresponding



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Scheuermann,2023-02-10 *The Secret Sauce of Servant Leadership* was borne out of the desire to help others quickly ignite and launch servant leadership characteristics and attributes into a leader's style and approach to influencing and leading people not employees This book applies to all industries and cultures across the globe The book is structured by first defining a leadership concept then learning about examples of modern day leaders and organizations who display and live out servant leadership characteristics in their approach and then how this can be applied in other organizations The author takes time in covering such topics as what is servant leadership defining one's purpose living out one's values building a high performance culture creating trust and sustaining long lasting relationships developing and sustaining a servant leader's character and finally the most important of all love the love of people The last two chapters provide a 360 servant leadership assessment example and how servant leadership can be integrated and applied in workplace leadership programs The hope of the author is that the reader will quickly gain an understanding of servant leadership characteristics achieve insights into the examples of both individual and organizations provided and then immediately start incorporating these principles within their leadership approach in turn helping others to become servant leaders

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