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THE SALES LEADER'S PROBLEM SOLVER

Practical Solutions to Conquer Management Mess-ups,
Handle Difficult Sales Reps, and
Make the Most of Every Opportunity

SUZANNE M. PALING

Sales Managers Problem Solver

Paul J. Micali



Sales Managers Problem Solver:

The Sales Leader's Problem Solver Suzanne Paling, 2016-11-21 This is the book every sales manager wishes they had before they accepted the job The advice within acts as a 24 7 coach for beleaguered sales leaders dealing with perplexing dilemmas Sales leaders managers directors and vice presidents advocate for and often succeed in getting sales training for their reps but when they request sales management training for themselves the answer is often no This lack of formal instruction lowers their chances of success Drawn from the author s experiences as a sales manager sales management consultant and coach The Sales Leader s Problem Solver offers guidance on solving common but difficult issues with the salesperson who Sells inconsistently Cheats on sales contests Doesn t enter data in the CRM Calls only on the largest or easiest clients Won t prospect for new business By providing a consistent format to follow Suzanne Paling will help any sales leader level headedly deal with any challenge by Clarifying the issue Creating a plan Presenting a solution to executives Discussing the issue with the rep s in question The Sales Leader s Problem Solver is a powerful tool that will help new and experienced sales managers lead their teams and develop their reputations as fair effective no nonsense problem solvers

The Sales Leaders Problem Solver ,2018 Creative Problem Solving for Managers Tony Proctor, 2006-05-17 This accessible text provides a lively introduction to the essential skills of creative problem solving Using extensive case studies and examples from a range of business situations it explores various problem solving theories and techniques illustrating how these can be used to solve a range of management problems Thoroughly revised and redesigned this new edition retains the accessible and imaginative approach to problem solving skills of the first edition Contents include blocks to creativity and how to overcome them key techniques including lateral thinking morphological analysis and synectics computer assisted problem solving increased coverage of group problem solving techniques and paradigm shift As creativity is increasingly recognized as a key skill for successful managers this book will be welcomed as a comprehensive introduction for students and practising managers alike *Sales Manager's Problem-solver* Leon A. Wortman, 1983-01-01 The Field Sales Manager's Problem Solver Micali, 1979-10 *Creative Problem Solving for Managers* Tony Proctor, 2006-05-17 This accessible text provides a lively introduction to the essential skills of creative problem solving Using extensive case studies and examples from a range of business situations it explores various problem solving theories and techniques illustrating how these can be used to solve a range of management problems Thoroughly revised and redesigned this new edition retains the accessible and imaginative approach to problem solving skills of the first edition Contents include blocks to creativity and how to overcome them key techniques including lateral thinking morphological analysis and synectics computer assisted problem solving increased coverage of group problem solving techniques and paradigm shift As creativity is increasingly recognized as a key skill for successful managers this book will be welcomed as a comprehensive introduction for students and practising managers alike **The Field Sales Manager's Problem Solver** Paul J. Micali, 1978 The Sales

Manager's Guide to Greatness Kevin F. Davis, 2017-03-28 2018 Axiom Business Book Award Winner Silver Medal

Straightforward advice for taking your sales team to the next level If your sales team isn't producing the results expected the pressure is on you to fix the situation fast One option is to replace salespeople A better option is for you to optimize your performance as a sales leader In *The Sales Manager's Guide to Greatness* sales management consultant Kevin F Davis offers 10 proven and distinctly practical strategies skills and tools for overcoming the most challenging obstacles sales managers face and moving your team ahead of the pack This book will help you Learn the 6 sales rep instincts that can cripple your management effectiveness and replace these instincts with a more powerful leadership mindset true sales leadership begins with improving the leader within Stop getting bogged down by distractions become more proactive and find more time to coach lead and inspire your salespeople Get every salesperson on your team to be more accountable and driven to achieve breakthrough sales results Master the 7 keys to hiring great salespeople Create a more customer driven sales team by blending the buyer's journey into your sales process Speed up the improvement of your team by mastering the 7 keys to achieving better coaching outcomes Excel at the most challenging coaching conversation you face how to solve a sales performance problem that is caused by a rep's lousy attitude Attain higher win rates by intervening as a coach at the most critical stages of a buying cycle quickly identify opportunities at risk and coach more deals to the close Discover why so many salespeople fail at sales forecasting and how to impress your company's upper management by submitting more accurate forecasts And much more You can apply the strategies outlined in this book immediately to take control of your time and priorities as a sales manager become more strategic deliver high performance coaching that grows revenues and ultimately drive your team to greatness

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