

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

RJ Shavelson



Sales Wizards Secrets Of Sales Management:

Unveiling the Magic of Words: A Review of "**Sales Wizards Secrets Of Sales Management**"

In some sort of defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Sales Wizards Secrets Of Sales Management**," a mesmerizing literary masterpiece penned by a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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