



151 Quick Ideas to Motivate Your Sales Force (Paperback)

By Frank R. Horvath, Julie A. Vincent

Career Press, United States, 2009. Paperback. Condition: New. Language: English . Brand New Book. Traditional ways of motivating a sales force have included money, incentives, contests and even turnover (regardless of performance). While it s true being a sales professional is not for everyone, there is a way to identify, build and retain a top-notch motivated sales force. The trick is to build and keep a sales team that delivers sustainable results. The insights included in this book are designed to shift your thinking about traditional ways of motivating sales professionals you manage. It categorizes key sales-motivating management skills, tools and techniques while incorporating the art and science of sales management, leadership and the human dynamic. In this book you ll learn: * Coaching and Development * Sales force Processes and Systems * Keys to Sales force Leadership * Reward, Recognition and Incentives Sales managers that learn, know and impement a next-in-class approach to motivating their sales professionals will reap high rewards and beat their competition.



READ ONLINE
[9.65 MB]

Reviews

A must buy book if you need to adding benefit. We have study and so i am sure that i am going to likely to study once again again in the foreseeable future. I realized this book from my i and dad encouraged this ebook to discover.

-- Duane Fadel

Absolutely essential read publication. It is amongst the most incredible book i have study. Your lifestyle period will be convert when you full reading this ebook.

-- Dr. Meaghan Streich V