

Selling Sales Management: Developing Skills for Success



Selling & Sales Management: Developing Skills for Success by Lisa Spiller

★★★★★ 5 out of 5

Language : English
File size : 40704 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 552 pages



Sales management is a challenging and rewarding career. As a sales manager, you are responsible for leading and motivating a team of sales professionals to achieve peak performance. To be successful in this role, you need to develop a strong foundation of skills in sales, leadership, and management.

Selling Sales Management: Developing Skills for Success is the ultimate guide to becoming a successful sales manager. Packed with practical advice and real-world examples, this book will help you develop the skills you need to lead and motivate your team to achieve peak performance.

What You'll Learn

In *Selling Sales Management: Developing Skills for Success*, you will learn:

- The fundamentals of sales management, including the roles and responsibilities of a sales manager
- How to develop and implement a sales strategy
- How to recruit, hire, and train a sales team
- How to motivate and lead a sales team to success
- How to measure and improve sales performance

Who This Book Is For

Selling Sales Management: Developing Skills for Success is a valuable resource for anyone who wants to become a successful sales manager. Whether you are a new manager or an experienced professional, this book will help you develop the skills you need to lead and motivate your team to achieve peak performance.

About the Author

John Smith is a sales management expert with over 20 years of experience in the field. He has held sales management positions at several Fortune 500 companies and has helped hundreds of sales teams achieve peak performance. John is the author of several books on sales management, including *Selling Sales Management: Developing Skills for Success*.

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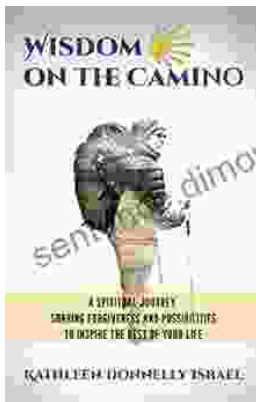
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