

The Successful Sales Manager's Guide to Business- to-Business Telephone Sales

*Everything You Need to
Start, Reposition,
and Manage a
Telesales
Department*

Lee R. Van Vechten

The Successful Sales Managers Guide To Business To Business Telephone Sales

Kevin F. Davis



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The Successful Sales Manager's Guide to Business-to-Business Telephone Sales Lee R. Van Vechten, 1999-03-01
Motivating Without Money Dave Worman, 1999-11 Distribution Data Guide , 1958 **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 *CallCenter Management by the Numbers* Jon Anton, Jodie Monger, Debra Sue Perkins, 1997 Annotation With the emergence of the callcenter as a mission critical part of the corporate customer service strategy management of the callcenter has moved from a reactive fire fighting style to a more proactive tactical style of professional management Measurements drive behavior and you get what you measure and reward The primary purpose of this book is to provide new professional callcenter managers with a methodology for managing their callcenter by the numbers
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networks equipment and vendors being a telecom manager can be a difficult task Using four companies actual experiences as case studies The Telecom Manager s Survival Guide presents an easily understandable method for lining up the best possible services putting the right tools in place and saving the business money The book takes a practical approach providing a proactive system for Project management for the implementation of new services Trouble resolution for equipment Billing audit and reviews Strategic planning for the future The Telecom Manager s Survival Guide is an important resource for anyone taking charge of their organization s telecommunications initiatives

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