

The 5 Best Practices of Highly Effective Sales Managers

A guide to leading high
performance sales teams

Jerry D. Elmore

Your Sales Management Gurus Guide To Leading High Performance Sales Teams

Mark Hunter



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High-Profit Selling Mark Hunter, 2012-02-14 This book teaches salespeople to rethink their approach to sales goals so they not only sell a greater quantity but sell with the bottom line in mind In the high pressure quest to make a sale acquire a contract and beat out other bidders sales professionals frequently resort to short term strategies like cutting prices offering discounts or making other concessions By explaining how short term strategies are destructive to the long term sustainability of a business High Profit Selling helps salespeople instead focus their energy on profit sales that successfully execute product price increases while maintaining and strengthening current customer relationships In this invaluable resource you'll learn how to avoid negotiating actively listen to customers match the benefits of products or services with customers needs and pains confidently communicate value and ensure prospects are serious and not shopping for price Too many salespeople believe that a sale at any price is better than no sale at all High Profit Selling teaches them to do away with this logic and instead make sales that satisfy and add value to both the client and company

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