

(Download ebook) The Sales Leader's Problem Solver

The Sales Leader's Problem Solver

Suzanne Paling

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"The Sales Leader's Problem Solver is just that—a guide for sales leaders to get some ideas on real world problems, or just validate the decisions they are making are 'not crazy.' You'll want this book on your desk every day."

—William "Skip" Miller, author, ProActive Sales Management and More ProActive Sales Management



THE SALES LEADER'S PROBLEM SOLVER

Practical Solutions to Conquer Management Mess-ups,
Handle Difficult Sales Reps, and
Make the Most of Every Opportunity

SUZANNE M. PALING

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Suzanne Paling : The Sales Leader's Problem Solver before purchasing it in order to gage whether or not it would be worth my time, and all praised The Sales Leader's Problem Solver:

This is the book every sales manager wishes they hadmdash;before they accepted the job. The advice within acts as a 24/7 coach for beleaguered sales leaders dealing with perplexing dilemmas.Sales leaders (managers, directors, and vice presidents) advocate for and often succeed in getting sales training for their reps, but when they request sales management training for themselves, the answer is often no. This lack of formal instruction lowers their chances of

success. Drawn from the author's experiences as a sales manager, sales management consultant, and coach, *The Sales Leader's Problem Solver* offers guidance on solving common but difficult issues with the salesperson who:

- *Sells inconsistently.
- *Cheats on sales contests.
- *Doesn't enter data in the CRM.
- *Calls only on the largest or easiest clients.
- *Won't prospect for new business.

By providing a consistent format to follow, Suzanne Paling will help any sales leader level-headedly deal with any challenge by:

- *Clarifying the issue.
- *Creating a plan.
- *Presenting a solution to executives.
- *Discussing the issue with the rep(s) in question.

The Sales Leader's Problem Solver is a powerful tool that will help new and experienced sales managers lead their teams and develop their reputations as fair, effective, no-nonsense problem solvers.