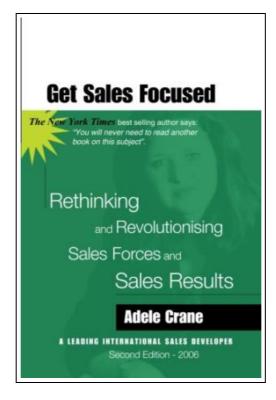
Get Sales Focused: Rethinking and Revolutionising Sales Forces and Sales Results



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Reviews

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GET SALES FOCUSED: RETHINKING AND REVOLUTIONISING SALES FORCES AND SALES RESULTS



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Adele Crane, 2006. Paperback. Book Condition: New. 221 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****. The New York Times best selling author Ellen Tanner Marsh says You will never need to read a book on this subject again . An endless number of books have been written on mastering sales techniques and improving a company s bottom line. While many of them contain helpful tips and ideas, few of them delve beyond the how-to s of managing the sales process, and fewer still venture into the inner workings of corporate culture, where the secrets of success-and often failure-lie. In Get Sales Focused: Rethinking and Revolutionising Sales Forces and Sales Results, experienced author, consultant and sales developer Adele Crane sets the bar high for improving sales, embracing change and mastering the business skills necessary for success in the 21st century.

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