

# 5 Stages of Sales Management – Where Are You?

1

## INITIAL

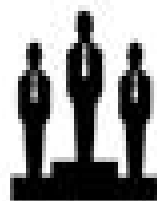
- Watch sales numbers only
- Carrots & sticks
- No leading indicators



2

## MOTIVATE

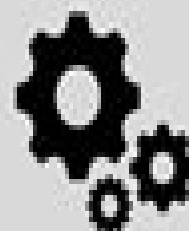
- Contests
- Leaderboards
- Spiffs



3

## EXECUTE

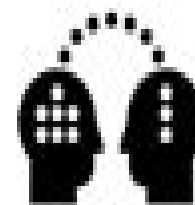
- Disciplined sales process
- Activity & pipeline standards



4

## COACH

- Consistent and structured coaching and 1:1's
- Defined onboarding process



5

## ALIGN

- Aligned metrics from execs to reps
- Manage in real time
- Data drives action



# The Many Arts Of Sales Management

**Henry Lewis Johnson**



## **The Many Arts Of Sales Management:**

**The Many Arts of Sales Management** Michael Beer,1981 *The Art of Mastering Sales Management* Thomas A. Cook,2009-11-24 If you believe that the answer no is but a request for more information and understand that the best closing questions are rhetorical you understand the basic art of sales If you can teach that art to others you have the makings of a good sales manager But not all good sales managers are equal some are forward thinking enough to be good leader **The Art of Modern Sales Management** Renie McClay,2014-02-03 Learn everything you need to know to be a top sales manager Sales management has changed dramatically in the past decade With increasing globalization and many companies adding more virtual workers the task of managing these diverse sales teams has become increasingly complicated In a connected and evolving world it is hard to offer a definitive guide but this book strives to sketch out a blueprint for managing performance in a changing sales landscape Each chapter is written by a sales professional and thought leader many with experience as both a salesperson and as a sales manager Learn from their experience and utilize the action plans at the end of each chapter to grow into a better leader for your team whether they are down the hall or across the world *Industrial Arts Index* ,1926 **The Printing Art** Henry Lewis Johnson,1911 **Fundamentals of Sales Management for the Newly Appointed Sales Manager** Matthew Schwartz,2006 Making the leap into sales management means meeting a whole new set of challenges As a manager you re going to have to quickly develop the skills that allow you to build and supervise a sales team communicate effectively set goals be a mentor and much much more Now that you ve been handed these unfamiliar responsibilities you re going to have to think on your feet or face the possibility of not living up to expectations Easy to understand and filled with realistic examples and immediately usable strategies *Fundamentals of Sales Management for the Newly Appointed Sales Manager* helps you understand what it takes to be a great sales manager allowing you to avoid many of the common first time sales management mistakes and be successful right out of the gate Dispensing with dry theory the book helps you understand your new role in the organization and how to thrive simultaneously as both a member of the management team and as a team leader You ll learn how to Make a smooth transition into management Build a superior high functioning sales team Set objectives and plan performance Delegate responsibilities Recruit new employees Improve productivity and effectiveness Based on the bestselling American Management Association seminar the book supplies you with indispensable need to know information on communicating with your team your bosses your peers and your customers developing a sales plan and understanding the relationship between corporate department and individual plans applying crucial time management skills to your new role managing a sales territory interviewing and hiring the right people building a motivational environment compensating your people and understanding the difference between training coaching and counseling and knowing how to excel at each You can t make the leap into sales management successfully without the proper tools and information under your belt *Fundamentals of Sales Management for the Newly Appointed Sales Manager* gives you

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