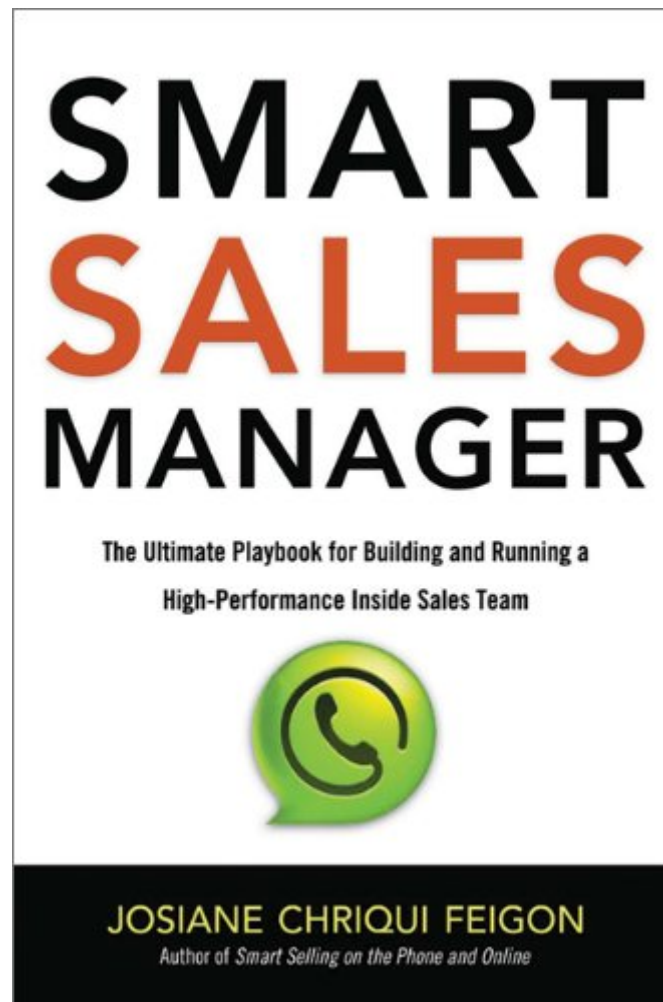


The book was found

Smart Sales Manager



Synopsis

Inside sales is overtaking field sales and driving profits! Businesses now rely on it to generate up to 50% of their revenue. The exploding demand for inside sales leaders means that top reps are being promoted even if they are unprepared for management. Despite their expertise with traditional techniques, many don't meet the new world of Sales 2.0. They don't know how to train their teams in social selling, digital communications, and disruptive content creation, skills that are absolutely vital in today's sales environment. The pressure to produce can be crushing, but the guidance provided has been minimal until now. *Smart Sales Manager* shows readers how they can lead their inside sales squads to success from hiring and motivating to training, coaching, and more, including:

- Customer 2.0: Selling to the new elusive buyer
- Tools 2.0: Choosing the best sales productivity and intelligence tools for their team
- Talent 2.0: Hiring, training, and retaining inside sales superheroes
- Manager's cheat sheets: Motivational strategies to salvage deals, engage employees, and boost managerial clout.

Complete with real-life examples and smart sales strategies, this indispensable resource will bring managers up to speed fast.

Book Information

File Size: 5594 KB

Print Length: 286 pages

Page Numbers Source ISBN: 0814432832

Publisher: AMACOM (July 10, 2013)

Publication Date: June 10, 2013

Sold by: Digital Services LLC

Language: English

ASIN: B00CZVCPQ4

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #565,735 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #32

in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing >

Telemarketing #74 in Books > Business & Money > Marketing & Sales > Marketing >

Telemarketing #163 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales >

Customer Reviews

I love this book because I love insides sales teams. I consider them the actual backbone of any company. These people are the face of the company, the front lines. Sorry outsides sales professionals I think that these people are in the end more important to the success of the company than you guys are. In many companies these are the guys who get things moving, these are the people who do the prospecting and lead generation, the cold-calling and the closing, these are the ones who get things done. These are the people who get out there and create something out of nothing. These people are the ones who develop the business and find the customers and then most of the time they are the ones who are in charge of the care and feeding of those customers. Do I make myself clear? I love inside sales people. And this fine book by Ms. Feignon gives me everything I need to help me work and manage my inside sales team to success. Let's jump right into this "Seeing the potential for brilliance in your people is where good coaching starts" • Yes it does. Chapter 4 is all about prospecting. We all know how much fun that can be. The only thing more challenging than prospecting is getting your people excited about prospecting. Chapter 4 has one of the clearest and well-defined descriptions of what prospecting is. What it involves and the right way to do it to be successful. From lead generation to cold calls to the day my day progress planning this book provides all that you need to take your team through a strategic lead generation system. If you are too cheap to buy the book then find it in your bookstore and read Chapter 4 you owe it to yourself. The book ends with to handle those toughest of jobs dealing with low performers.

[Download to continue reading...](#)

Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team Smart Sales Manager Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) The Nurse Manager's Guide to Budgeting and Finance (The Nurse Manager's Guides) The New One Minute Manager (The One Minute Manager-updated) The Product Manager's Survival Guide: Everything You Need to Know to Succeed as a Product Manager The Sales Development Playbook: Build Repeatable Pipeline and

Accelerate Growth with Inside Sales Vacation Ownership Sales Training: The One-on-One
Successful Training Guide for the First Year of Timeshare Sales ASAP Accelerated Sales Action
Plan: Professional Sales Agent Version Life Insurance Sales Ammo: What To Say In Every Life
Insurance Sales Situation The Sales Playbook: for Hyper Sales Growth Technical Sales Tips: Time
Tested Advice for Sales Engineers, Technical Account Managers and Systems Consultants
Stephan Schiffman's Telesales: America's #1 Corporate Sales Trainer Shows You How to Boost
Your Phone Sales 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold
Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A
Primer for Appointment Setters. 42 Rules for Building a High-Velocity Inside Sales Team: Actionable
Guide to Creating Inside Sales Teams that Deliver Quantum Results Inside Sales Pro: Master Your
Inside Sales Skills and Boost Your Career Team of One: Get the Sales Results of a Full Time Sales
Team Without Actually Having One Sales Management. Simplified: The Straight Truth About
Getting Exceptional Results from Your Sales Team

[Dmca](#)