



Managing A Sales Team With Success

Author: Tom Butler
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Obtaining desired results from a sales team is similar to speculation in share market, either you hit the target or you don't! The difference is that here in addition to time and money, you also lose your goodwill.

Managing a Sales Team with Success is a must-read for every sales manager who wants to lead a successful team. Great teams are not born, but made under the effective guidance of the leaders. This book will help you learn the sales management skills, fundamental management principles and the issues that determine the success of a sales team. Based on the author's first hand experience in sales for over 25 years, the book offers you an unparalleled methodical approach that you can follow to surpass every business challenge.

ABOUT THE AUTHOR

Tom Butler has the first hand knowledge about the exceptional efforts it takes to achieve success in business. His 25 years of global experience creates a valuable perspective of the challenges faced by sales and marketing practitioners in today's hypercompetitive markets.

He has written a number of books in which he has shared with his readers the necessary skills to achieve sustainable success and offers a unique methodical approach to surmounting business challenges.

Butler is a graduate from the Stonier School and holds a degree in BBA from St Bonaventure University.

He resides with his family in Vero Beach, Florida.

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