

ProActive Sales Management



HOW TO LEAD,
MOTIVATE, AND STAY
AHEAD OF THE GAME



[ProActive Sales Management 下载链接1](#)

著者:William "Skip" Miller

出版者:AMACOM

出版时间:2009-07-15

装帧:Hardcover

isbn:9780814414569

Few sales managers are true managers, often falling back on the skills that made them great at sales. This essential book, now updated with strategies in line with the changes in sales since the book's original publication, provides readers with a proven method for managing the sales process, as well as the salespeople. This title is packed with specific, field-tested techniques. Packed with all new metrics and tactics for making the numbers in today's competitive sales environment, this is an important resource no sales manager should be without.

作者介绍:

目录:

[ProActive Sales Management 下载链接1](#)

标签

评论

[ProActive Sales Management 下载链接1](#)

书评

[ProActive Sales Management 下载链接1](#)