

The book was found

Sales Management. Simplified: The Straight Truth About Getting Exceptional Results From Your Sales Team



Synopsis

Because managing sales doesn't have to be so complicated. Why do sales organizations fall short? Every day expert consultants like Mike Weinberg are called on by companies large and small to find the answer - and it's one that may surprise you. Typically the issue lies not with the sales team - but with how it is being led. Through their attitude and actions, senior executives and sales managers unknowingly undermine performance. In *Sales Management. Simplified.* Weinberg tells it straight, calling out the problems plaguing sales forces and the costly mistakes made by even the best-intentioned sales managers. The good news: With the right guidance, results can be transformed. Blending blunt, practical advice with funny stories from the field, this book helps you:

- Implement a simple framework for sales leadership
- Foster a healthy, high-performance sales culture
- Conduct productive meetings
- Create a killer compensation plan
- Put the right people in the right roles
- Coach for success
- Retain top producers and remediate underperformers
- Point salespeople at the proper targets
- Sharpen your sales story
- Regain control of your calendar
- And more

Long on solutions and short on platitudes, *Sales Management. Simplified.* delivers the tools you need to succeed.

Book Information

Audible Audio Edition

Listening Length: 6 hours and 57 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Audible Studios

Audible.com Release Date: October 21, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B012BSHB32

Best Sellers Rank: #38 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #60 in Books > Business & Money > Marketing & Sales > Sales & Selling #98 in Books > Audible Audiobooks > Business & Investing > Leadership & Management

Customer Reviews

First my summary, then a few comments about the book:

1. Build a high-performance culture with:
 - a. Strong sense of purpose
 - b. Accountability for results relative to goals
 - c. Variable compensation that is truly earned
 - d. Energy/Celebration
 - e. Peer pressure and direct feedback
2. Manage your talent

(4Rs) a. Right people in the right roles: Specialize your team into dedicated hunters, farmers (account managers), and sales managers b. Retain top producers: training, tools, and recognition c. Remediate or replace underperformers d. Recruit by spending dedicated time on referrals and asking for specific during interviews, including: (i) details of a successful past deal & (ii) how they plan to approach the job

3. Lead productive sales team meetings covering: a. Sales results & outstanding individual/team performance b. Success stories c. Best practices d. Deal strategy brainstorming e. Training (esp. with role play) f. Business plan reviews covering: goals, strategies, proposed actions, expected obstacles, and professional development g. At the conclusion, have people share their biggest take-away

4. Coach and mentor salespeople by: a. Conducting regular, results focused 1:1 meetings by examining (IN ORDER!) i. Results relative to quota ii. Pipeline (movement of existing opportunities; new opportunities added) iii. Activity b. Removing real obstacles (though beware of excuses) c. Spending time in the field (or in side-by-sides for inside sales) covering: i. Pre-call planning (names, personalities, & meeting expectations of prospects; call flow; expected challenges; primary meeting goal) ii.

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

Sales Management. Simplified: The Straight Truth About Getting Exceptional Results from Your Sales Team 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) Management: Take Charge of Your Team: Communication, Leadership, Coaching and Conflict Resolution (Team Management, Conflict Management, Team Building, ... Team Motivation, Employee E) 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) Team of One: Get the Sales Results of a Full Time Sales Team Without Actually Having One 42 Rules for Building a High-Velocity Inside Sales Team: Actionable Guide to Creating Inside Sales Teams that Deliver Quantum Results Sales & Operations Planning RESULTS: Find, Measure, and Manage Results Throughout Your Supply Chain Exceptional Service, Exceptional Profit: The Secrets of Building a Five-Star Customer Service Organization Pre-Geometry (Straight Forward Math Series, Book 2) (Advanced Straight Forward Math Series) 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) Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team Infection Control and Management of Hazardous Materials for the Dental Team, 3e (INFECTION CONTROL & MGT/ HAZARDOUS MAT/ DENTAL TEAM (

MILLER)) Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership Agile Project Management: QuickStart Guide - The Simplified Beginners Guide To Agile Project Management (Agile Project Management, Agile Software Development, Agile Development, Scrum) Quick Team-Building Activities for Busy Managers: 50 Exercises That Get Results in Just 15 Minutes Windows Vista: Top 100 Simplified Tips & Tricks (Top 100 Simplified Tips & Tricks) Tuttle Chinese for Kids Flash Cards Kit Vol 1 Simplified Ed: Simplified Characters [Includes 64 Flash Cards, Audio CD, Wall Chart & Learning Guide] (Tuttle Flash Cards) (v. 1) Tuttle Chinese for Kids Flash Cards Kit Vol 1 Simplified Character: [Includes 64 Flash Cards, Downloadable Audio, Wall Chart & Learning Guide]: Simplified Character v. 1 (Tuttle Flash Cards) Hug Your Customers: The Proven Way to Personalize Sales and Achieve Astounding Results Adobe Acrobat 6.0: Getting Professional Results from Your PDFs

[Dmca](#)