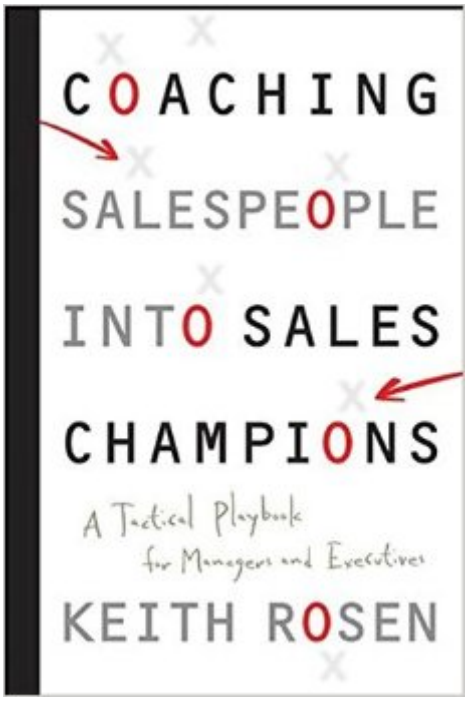
The book was found

Coaching Salespeople Into Sales Champions: A Tactical Playbook For Managers And Executives



PDF
Adobe
DOWNLOAD EBOOK

Synopsis

Sales training doesnâ ™t develop sales champions. Managers do.Â The secret to developing a team of high performers isnâ ™t more training but better coaching.Â When managers effectively coach their people around best practices, core competencies and the inner game of coaching that develops the champion attitude, it makes your trainingÂ stick.Â With Keith Rosenâ ™s coaching methodology and proven L.E.A.D.S. Coaching Frameworkâ„¢ used by the worldâ ™s top organizations, youâ ™ll get your sales and management teams to perform better - fast.Â Coaching Salespeople into Sales ChampionsÂ is your playbook to creating a thriving coaching culture and building a team of top producers. This book is packed with case studies, a 30 Day Turnaround Strategy for underperformers, a library of coaching templates and scripts, as well as hundreds of powerful coaching questions you can use immediately to coach anyone in any situation. You will learn how to confidently facilitate powerful, engaging coaching conversations so that your team can resolve their own problems and take ownership of the solution. Youâ ™ll also discover how to leverage the true power of observation and deliver feedback that results in positive behavioral changes, so that you can successfully motivate and develop your team and each individual to reach business objectives faster. Winner of Five International Best Book Awards, Coaching Salespeople Into Sales Champions is your tactical, step-by-step playbook for any people manager looking to: Boost sales, productivity and personal accountability, while reducing your workload Conduct customer/pipeline reviews that improve forecast accuracy, customer retention and uncover new selling opportunities Achieve a long term ROI from coaching by ensuring itâ ™s woven into your daily rhythm of business Design, launch and sustain a successful internal coaching program Turn-around underperformers in 30 days or less Build deeper trust and handle difficult conversations by creating alignment around each personâ ™s goals and your objectives Coach and retain your top performers Collaborate more powerfully and communicate like a world-class leader Training develops salespeople. Coaching develops sales champions. Your new competitive edge.

Book Information

Hardcover: 352 pages
Publisher: Wiley; 1 edition (March 14, 2008)
Language: English
ISBN-10: 0470142510
ISBN-13: 978-0470142516
Product Dimensions: 6.3 x 1.2 x 9.3 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 starsÂ Â See all reviewsÂ (101 customer reviews)

Best Sellers Rank: #21,959 in Books (See Top 100 in Books) #6 inÂ Books > Textbooks > Business & Finance > Sales #24 inÂ Books > Business & Money > Management & Leadership > Mentoring & Coaching #50 inÂ Books > Textbooks > Business & Finance > Management

Customer Reviews

When I found Coaching Salespeople Into Sales Champions, I had just been given a 30-day chance to save a struggling sales team. Now--almost exactly one year later--I find myself on a plane en route to meet the author in person for the first time. I'm now the Director of Business Development and an Executive Sales Coach for Profit Builders--Keith Rosen's Company.Shortly after opening this book, I was struck by its realness. It was clear I had in my possession a veritable sales coaching handbook--not just some philosophical rant. I burned through sticky notes and highlighters over the next several days. Everyday I would go to work and test one of the nuggets of wisdom I had read about the night before. Everyday I would be amazed with the results!After finishing the book, I inquired with Profit Builders about hiring a coach. Shockingly, I ended up speaking with Keith Rosen himself! During a complimentary coaching call he calmly, professionally, and systematically proceeded to thoroughly blow my mind! I hired him on the spot for a 3-month, one-to-one coaching engagement. After our initial 3-months expired and ROI surpassed all expectations, I refused to let him go and we worked together for 3 more months.By combining the incredibly detailed and resourceful processes outlined in this book and one-to-one coaching with Keith, our sales department ended up shattering all previous company sales records. Morale went through the roof, and...well...my world changed. Especially helpful was Keith's coaching on time management. I'm a father of three children under the age of 11, a happily married husband, a full-time student, a passionately dedicated professional, and a newly trained volunteer Cubmaster for a local Cub Scout Pack.

Download to continue reading...

Coaching Salespeople into Sales Champions: A Tactical Playbook for Managers and Executives 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) Financial Management for Nurse Managers and Executives, 4e (Finkler, Financial Management for Nurse Managers and Executives) 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) COACHING :Coaching Questions Powerful Coaching Questions To Kickstart Personal Growth And Succes Now ! - Life Coaching,Life Coach, Success Principles,Success Habits- The Sales Development Playbook: Build Repeatable Pipeline and Accelerate Growth with Inside Sales Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team The Sales Playbook: for Hyper Sales Growth Hacking Sales: The Playbook for Building a High-Velocity Sales Machine Advanced Selling Strategies: The Proven System of Sales Ideas, Methods, and Techniques Used by Top Salespeople Everywhere The Miracle Morning for Salespeople: The Fastest Way to Take Your Self and Your Sales to the Next Level Digital Marketing: Integrating Strategy and Tactics with Values, A Guidebook for Executives, Managers, and Students The 25 Sales Habits of Highly Successful Salespeople Discover Your Sales Strengths: How the World's Greatest Salespeople Develop Winning Careers What They'll Never Tell You About the Music Business, Third Edition: The Complete Guide for Musicians, Songwriters, Producers, Managers, Industry Executives, Attorneys, Investors, and Accountants Winning Answers to Job Interview Questions for Aspiring Managers and Executives: Successful Skills Preparation Tips for Management Positions A Concise Guide to Macroeconomics, Second Edition: What Managers, Executives, and Students Need to Know Technical Sales Tips: Time Tested Advice for Sales Engineers, Technical Account Managers and Systems Consultants 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) Coaching for Performance, 4th Edition: GROWing Human Potential and Purpose - The Principles and Practice of Coaching and Leadership

Dmca