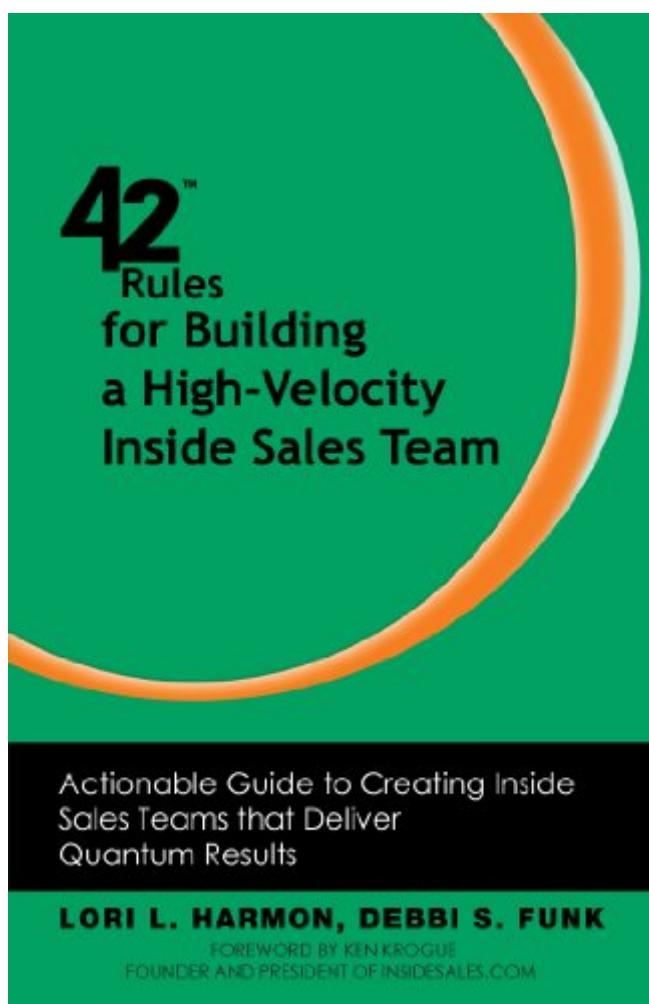


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# 42 Rules For Building A High-Velocity Inside Sales Team: Actionable Guide To Creating Inside Sales Teams That Deliver Quantum Results



## **Synopsis**

Inside sales is the fastest growing sales channel due to its cost effective nature. An inside sales rep can handle far more contacts on a daily basis than their field sales counterpart. If you are a C-level executive with responsibility for delivering revenue, you cannot afford to overlook the rules contained in this fast-paced, powerful, book. *42 Rules for Building a High-Velocity Inside Sales Team: Actionable Guide to Creating Inside Sales Teams that Deliver Quantum Results™* will help you and your team understand: The key elements required to build a high-velocity inside sales team that will accelerate your revenue. The different types of inside sales teams you can leverage, how and where to staff them, and the types of tools that are required for them to operate effectively. The importance of a common sales language, consistent processes and clearly defined weekly metrics. With the popularity of inside sales skyrocketing, so is the demand for inside sales talent. Lori Harmon and Debbi Funk prepare you with the info you need to make smart choices when building a high-velocity inside sales team; This includes recognizing the specialized skills required to manage and lead an inside sales team, understanding the skills required of an ideal inside sales rep, and quantifying the cost of a bad hire. Pick up this book and see for yourself the value that these rules will help you bring to your organization.

## **Book Information**

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## Customer Reviews

Authors Lori Harmon and Debbi Funk have clearly tried to write a comprehensive guide for creating and managing a high-velocity sales team with this book and they have succeeded. They start by defining an inside sales team, teach you how to build and manage a successful team and take you all the way to optimizing your team once it is complete. My attention was captured by this sentence from the introduction "Inside sales has broken all the traditional rules." This is especially true when you remember that all sales calls were done in person at your place of work if you were the customer. Now we have the telephone, internet and e-mail many sales are being made without the sales staff ever meeting the customer! This makes it even more important that you select and train inside sales staff who can create relationships and close sales. The material in this book is structured in the following way: Foreword, Introduction, Rule 1, Section I: Strategy, Planning and Alignment, Section II: Getting Started, Section III: Leading and Managing, Section IV: Optimizing, Appendices, Glossary, Expert Resources, Onboarding Sample Schedule, Productivity Metrics, Social Media, Phone Call Coaching Tips. This book is an entire roadmap for any executive who is responsible for creating or managing an inside sales team. I learned how to build a high-velocity sales team, setting goals, using metrics, choosing and using tools, using contests to motivate (and this included some unique prize suggestions), the importance of an onboarding process and techniques for increasing sales. There are many resources included in this book such as images, charts, lists and links to statistics and studies.

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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)  
Hacking Sales: The Playbook for Building a High-Velocity Sales Machine  
Management: Take Charge of Your Team: Communication, Leadership, Coaching and Conflict Resolution (Team Management, Conflict Management, Team Building, ... Team Motivation, Employee E)  
Team of One: Get the Sales Results of a Full Time Sales Team Without Actually Having One  
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 Sales Management. Simplified: The Straight Truth About Getting Exceptional Results from Your Sales Team Team of Teams: New Rules of Engagement for a Complex World The Big Book of Team Building Games: Trust-Building Activities, Team Spirit Exercises, and Other Fun Things to Do Sales & Operations Planning RESULTS: Find, Measure, and Manage Results Throughout Your Supply Chain The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition Specification by Example: How Successful Teams Deliver the Right Software The Quantum World: Quantum Physics for Everyone Big Data in Practice: How 45 Successful Companies Used Big Data Analytics to Deliver Extraordinary Results Quick Team-Building Activities for Busy Managers: 50 Exercises That Get Results in Just 15 Minutes HBR's 10 Must Reads on Teams (with featured article &#147;The Discipline of Teams,&#148; by Jon R. Katzenbach and Douglas K. Smith) Actionable Gamification - Beyond Points, Badges, and Leaderboards Start a Successful Photography Business in 34 Days: Actionable steps to plan a portrait or wedding photography business, develop a brand, launch a website, write a marketing plan & more. The Human Side of Agile - How to Help Your Team Deliver

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