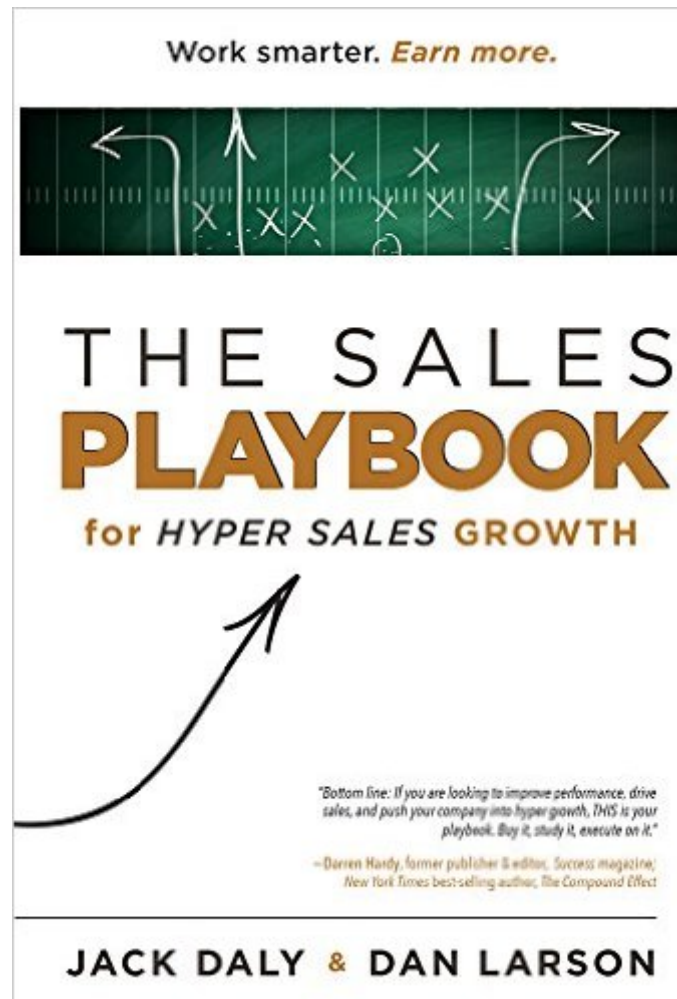


The book was found

The Sales Playbook: For Hyper Sales Growth



Synopsis

As a salesperson, how much time do you spend learning proven sales techniques from your company's Top Producers? How much time do you spend practicing those techniques in-house, refining them with other team members before taking your final, polished approach on the road? And how much time each day or week does your Sales Manager spend helping you develop those high-performing techniques and processes? Same question for you, Sales Managers: How much of your day or week is dedicated to growing your sales team? How much time do you spend teaching or arranging for the mentoring or practicing of proven sales techniques? Are you teaching your salespeople how to fish, or are you just telling them how many fish they need to bring in to meet quota? In The Sales Playbook for Hyper Sales Growth, we not only delve into the necessity of developing these processes within a company but also provide valuable techniques, tools, and procedures that sales teams can begin implementing immediately.

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