



Sell More with Sales Coaching: Practical Solutions for Your Everyday Sales Challenges

By Peri Shawn

John Wiley & Sons Inc. Hardback. Book Condition: new. BRAND NEW, Sell More with Sales Coaching: Practical Solutions for Your Everyday Sales Challenges, Peri Shawn, Sales coaching tools and strategies to help you sell more Sales executives and business leaders are looking for ways to increase their revenues without major changes to their technology, processes or workforce management. When done effectively, sales coaching can be the catalyst that improves sales results, team morale and employee retention. Sell More with Sales Coaching provides results-proven sales coaching material that includes assessment, exercises and sales coaching questions. As a result of applying the tools and strategies in this book, sales leaders and teams will drive higher revenues and performance by: Assessing team members' sales capacities Determining what type of coaching is needed on an individual basis Identifying sales mistakes being committed by salespeople Coaching salespeople to avoid committing sales mistakes Improving the quality of sales conversations Increasing the quality of conversations within the team Leveraging the use of CRM during sales coaching The author's company, the Coaching and Sales Institute, has worked with large sales forces and provided training for the launch of the debit card, and one of the fastest-growing divisions of...



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Reviews

This type of publication is almost everything and helped me looking forward and much more. I am quite late in start reading this one, but better then never. You wont really feel monotony at whenever you want of your own time (that's what catalogs are for relating to if you ask me).

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This publication is great. It really is packed with knowledge and wisdom Your daily life period will probably be transform when you complete reading this article book.

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