

The Complete Guide To Accelerating Sales Force Performance

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every firm's sales force combines the distinctive personalities of its members with the complex issues of size pay structure incentives performance evaluation and effective uses of new technology and while underrepresented in most marketing texts the success of the sales force is a major component in the overall success of most companies the complete guide to accelerating sales force performance develops an effective innovative framework for evaluating and improving the performance of any sales force this book identifies and describes the key factors for creating a fast track go to market strategy it's loaded with proven ideas for improving such success drivers as culture sales force structure hiring sales manager selection training compensation technology sales territory design goal setting performance management packed with valuable insights and real life examples this guide is an excellent source of practical ideas for sales and marketing managers in all industries

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with the average company lifespan now reduced from 65 years to 15 years it has never been more important to innovate adapt and grow technology projects are the hub of digital transformation and technical projects drive the very survival of companies neil how s proven 6 step method run fast shows how to accelerate project delivery

trb s national cooperative highway research program nchrp synthesis 461 accelerating implementation of transportation research results examines implementation practices used by public sector nontransportation agencies nonprofits and academia to accelerate practical application of research results the emphasis is on practices that might be useful for transportation agencies to create more responsive research programs publisher description

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