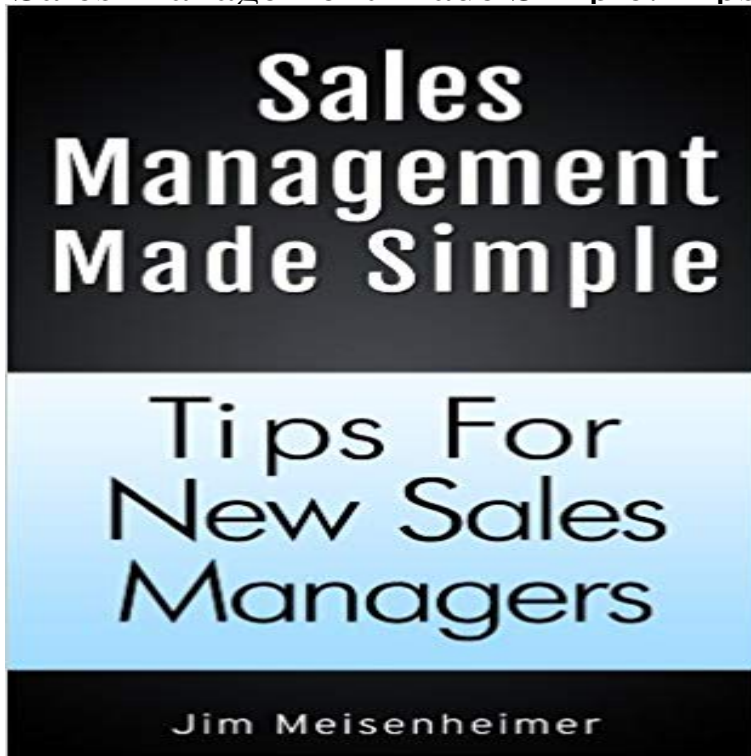


Sales Management Made Simple: Tips For New Sales Managers



Sales Management Made Simple Tips For new Sales Managers You Got The Job Now What - Making The Transition Into Management Getting promoted into your first management position is probably a dream come true for you. I know it was for me. But now the work begins. Most companies dont offer formal sales management training to their newly promoted sales managers. So what do most new sales managers do - they improvise. In this book Ill give you some exceptional and proven sales management tips and contrarian advice on making the transition from sales representative to sales manager. Youll get a list of questions to ask your new boss. Its the best way to get aligned with his priorities. Youll also get a list of questions to ask your sales team. Youll Also Learn How to Avoid the Biggest Mistakes New Sales Managers Make You first have to realize, you dont know what you dont know. You need to become a student of sales management. Start with a few good sales management books - like this one for example. New sales managers fail to measure what matters most. Everybody likes to be liked so new sales managers often praise mediocrity which lowers the bar. When working with salespeople, managers including veteran sales managers like to jump in and save the sales call. This book will show you what works and what doesnt work. Youll Also Learn the 12 Biggest Mistakes Salespeople Make Knowing what the biggest mistakes salespeople make will enable you to become a more effective sales coach when youre working with your sales team. A good sales manager is usually focused on developing the salespeople on his team. Knowing what the 12 biggest mistakes are and how to avoid making them can be a game changer for you and your salespeople. Your Next Step If you want to become a better sales manager you should scroll up to the top of this page and

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