The sales manager's success manual

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Deskripsi Lengkap: https://lib.ui.ac.id/detail?id=20443687&lokasi=lokal

Abstrak

Today?s sales managers face a tough challenge. They must be more productive than ever while relying more on partners and technology with reduced resources in the field. And with fewer, larger customers, every decision becomes more important -- and riskier. The Sales Manager?s Success Manual provides the critical information sales managers need to succeed in this increasingly difficult job.