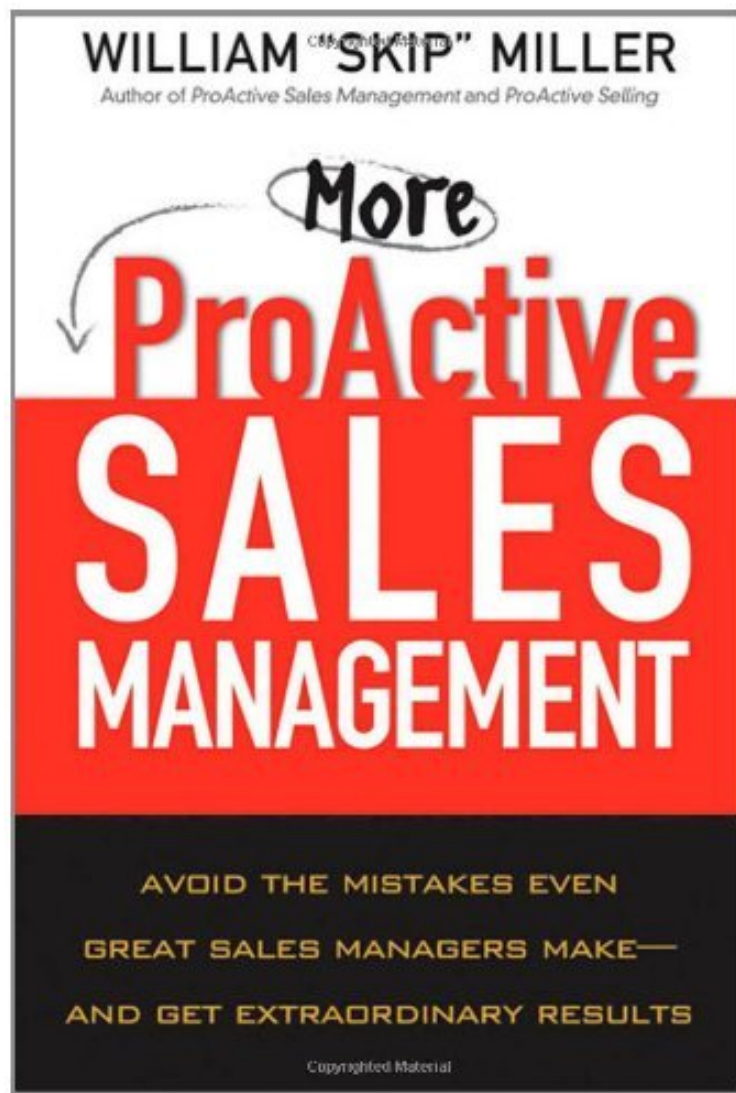


[DOWNLOAD] More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results

## More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results

William "Skip" Miller  
audiobook / \*ebooks / Download PDF / ePub / DOC



[Download](#)

[Read Online](#)

#194881 in eBooks 2009-02-18 2009-02-18 File Name: B001UE7HEW | File size: 55.Mb

William "Skip" Miller : More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results before purchasing it in order to gage whether or not it would be worth my time, and all praised More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results:

0 of 0 people found the following review helpful. Five StarsBy C. Younglove the first one, and also this one0 of 1

people found the following review helpful. Simply the BestBy PaulI ordered 10 books on the subject. This is by far the most practical... If that's what you are looking for; this book is for you.2 of 2 people found the following review helpful. Very insightful and well structured. Learn from the common mistakes of othersBy CustomerI really enjoyed this book, as I found it insightful and very well structured. The book is very concise with 5 parts that outline 22 specific common mistakes that sales managers make. You really find yourself nodding in agreement as you read through these mistakes. I think we've all experienced (and made!) at least a few of them.I recommend this book for sales managers and business owners who are willing to identify their areas of weakness in management, learn from common mistake of others, and most importantly learn from their own mistakes.Here are the 22 mistakes. If you find yourself making some of these, pick up the book to find the solutions!\*

- \* We are a prospecting machine!
- \* It's all about luck\*
- \* Salespeople are self motivated\*
- \* I'll focus on my B and C players and make them better\*
- \* Salespeople are motivated by money\*
- \* I am the team leader\*
- \* My management lets me do my job\*
- \* I'm the boss\*
- \* Things are always tough at the end of the quarter\*
- \* It's all about revenue\*
- \* My team needs me for this important deal\*
- \* Sell, sell, sell...right?\*
- \* I'll show them how to do it\*
- \* I'm superman\*
- \* It's their territory\*
- \* I have a sales process...I think\*
- \* Metrics and dashboards are for rookies\*
- \* Forecasting to 60 percent accuracy\*
- \* The stack ranking behind hire and fire decisions\*
- \* Culture? I already have one, thanks\*
- \* The more I work, the better the example\*
- \* I'm the manager, right?

Building on the concrete advice and practical, powerful strategies revealed in its predecessor, *More ProActive Sales Management* provides harried sales managers with a proven method for managing the sales process and their people. Packed with specific, field-tested techniques, this helpful guide focuses on the five primary areas in which mistakes occur: internal team decisions, upward decisions, sales decisions, infrastructure decisions, and decisions regarding the manager himself. Readers will learn how to:regain control of their time - create a proactive sales culture - motivate a sales team - use simple yet powerful metrics - weed out failures quickly - coach and counsel up and down the sales organization - reduce reports to one sheet of paper and 10 minutes a week - forecast more confidentlyThis book shows sales managers at every level how to manage for great results!

From the Inside Flap This book is filled with mistakes. Big ones. The mistakes that cost sales professionals their cushy;tomers, their top line results, maybe even their careers. But you should read *More ProActive Sales Management* anyway. Because Skip Miller has packed this follow-up to his best-selling *ProActive Sales Management* with uncanny insight into why even excellent sales manshy;ashy;gers make those very errorsmdash;ldquo;the stuff you wish yoursquo;d never gotten into.rdquo; And more imporshy;tantly, he tells you how to get yourself out of itmdash;and what you should do now. nbsp; Quite possibly the most practical guide to improving your sales management approach that yoursquo;ll ever read, *More ProActive Sales Manageshy;ment* offers use-it-now solutions to the universal challenges of finding and retaining customers, building your team, structuring territories, breeding motivation, and streamlining efficiency across your entire sales operation. nbsp; This book represents an unprecedented opporshy;tushy;nity to learn not just from your own mistakes but from those of hundreds of other sales manageshy;ment professionals who spent months or even years developing new ideas, then ran with themmdash;and failed, sometimes spectacularly. Their losses are your gain. nbsp; Divided into the five areas in which most bad (and good) sales management decisions are made, *More ProActive Sales Management* has got you covered concerning: ---

- Internal team decisions: The day-to-day decisions you make as a manager of the individual members of your team. Are you doing the right things when it comes to hiring, firing, training, coaching, counseling, and motivating? (Mistake #3: Salespeople Are Self-Motivated) --Upward decisions: Do the decisions you make on behalf of your team reflect the needs of the entire company? And does your input on larger company decisions demonstrate that your team is well equipped to help realize company goals? (Mistake #8: Irsquo;m the Boss) ---Sales decisions: In the field or in the office, are you making the right daily decisions that will increase sales? (Mistake #13: Irsquo;ll Show Them How to Do It) ---Infrastructure decisions: Have you ideally strucshy;tured territories, compensation and rewards programs, goals and quotas, and other facets of the sales operation? (Mistake #15: Irsquo;s Their Territory) --Self decisions: Are your choices and decisions career enhancers or career limiters? (Mistake # 21: The More I Work, the Better the Example) nbsp; Each of the twenty-two mistakesmdash;ranging from troublesome to catastrophic, harrowing to hilarishy;ousmdash;is accompanied by down-to-earth, proven ways to recognize bad decisions before they happen, make better choices from the start, and do your job (and help your people do theirs) more easily, efficiently, and profitably than ever. nbsp; ldquo;The ramifications [of bad decisions] are far reaching,rdrquo; writes Miller. You lose not only individual sales, new and long-standing accounts, and the money that goes with them; you also stand to lose the confidence of your colleagues and employers. Luckily, those who came before you have already made history in their own waymdash;itrsquo;s up to you to learn from their mistakes, lest you repeat them! nbsp; William ldquo;Skiprdquo; Miller is the President of M3 Learning, a sales and management development company, and a sales manageshy;ment trainer for the American Management Association. He is the author of *ProActive Sales Management* and *ProActive Selling*. nbsp; From the Back Cover Praise for *ProActive Sales Management*: ldquo;ProActive Sales Management is jammed with useful ideas and worth the attention of a manager trying to overhaul the sales

culture. rdquo;mdash; Globe Mail Many sales professionalsmdash;even terrific onesmdash;make the transition into management thinkshy;ing theirsquo;ve already got all the skills, knowledge, and experience theirsquo;ll need to direct a sales team or run an entire sales organization. But whether yoursquo;re responsible for one rep or thousands, being a great sales manager is a whole different ballgame than being a great salesperson. One bad decision can mean permanently lost opportunitiesmdash;or worse. Much worse. nbsp; Skip Millersquo;s More ProActive Sales Management, picking up where his best-selling ProActive Sales Management left off, is designed to help you avoid the common pitfalls and costly mistakes that untold thousands of other sales managersmdash;both new and experiencedmdash;make year in and year out. Written with wit and packed with wisdom, this ultra-practical book highlights more than twenty big-time blunders you must avoid. With concrete advice and easy-to-use tools, More ProActive Sales Management helps you: nbsp; --Manage both your team and its individual members more effectively --Motivate everyone (yes, they do need it) --Deal with failures quicklymdash;and learn from them --Reduce paperworkmdash;without losing the information and documentation you really do need --Forecast more accuratelymdash;without holding your team to needlessly precise percentages --And build a ProActive sales culture throughout your entire sales organization nbsp; Whether your companysquo;s sales efforts are humming along, need a tweak, or are desperate for a complete overhaul, the first step in the right direction is to eliminate all the many possible wrong moves. More ProActive Sales Management is an indispensable guide to avoiding every conceivable mistake, great and small. nbsp; About the Author William "Skip" Miller (Los Gatos, CA) is president of M3 Learning, a sales and management development company, and an instructor for numerous AMA sales management training programs. He is the author of ProActive Selling (978-0-8144-0764-6), ProActive Sales Management (978-0-8144-0545-1), and Ultimate Sales Tool Kit (978-0-8144-7400-6).