



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

*William "Skip" Miller*

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## **More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results** William "Skip" Miller

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 confidently This book shows sales managers at every level how to manage for great results!

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