



Leading Your Sales Team: How to Manage a Winning Sales Team

Jim Pancero

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Leading Your Sales Team: How to Manage a Winning Sales Team is the full-coverage guide you need to master all aspects of your complicated job as a sales manager. Where it is creating employee performance plans, understanding the three documents critical to sales management success, using the four strategic points of motivation - or any question you might have about your job - Jim Pancero is the expert ready with the answer. Packed with pertinent, practical advice, this is a no-nonsense look at what it takes to conquer the challenges of your sales management job.

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