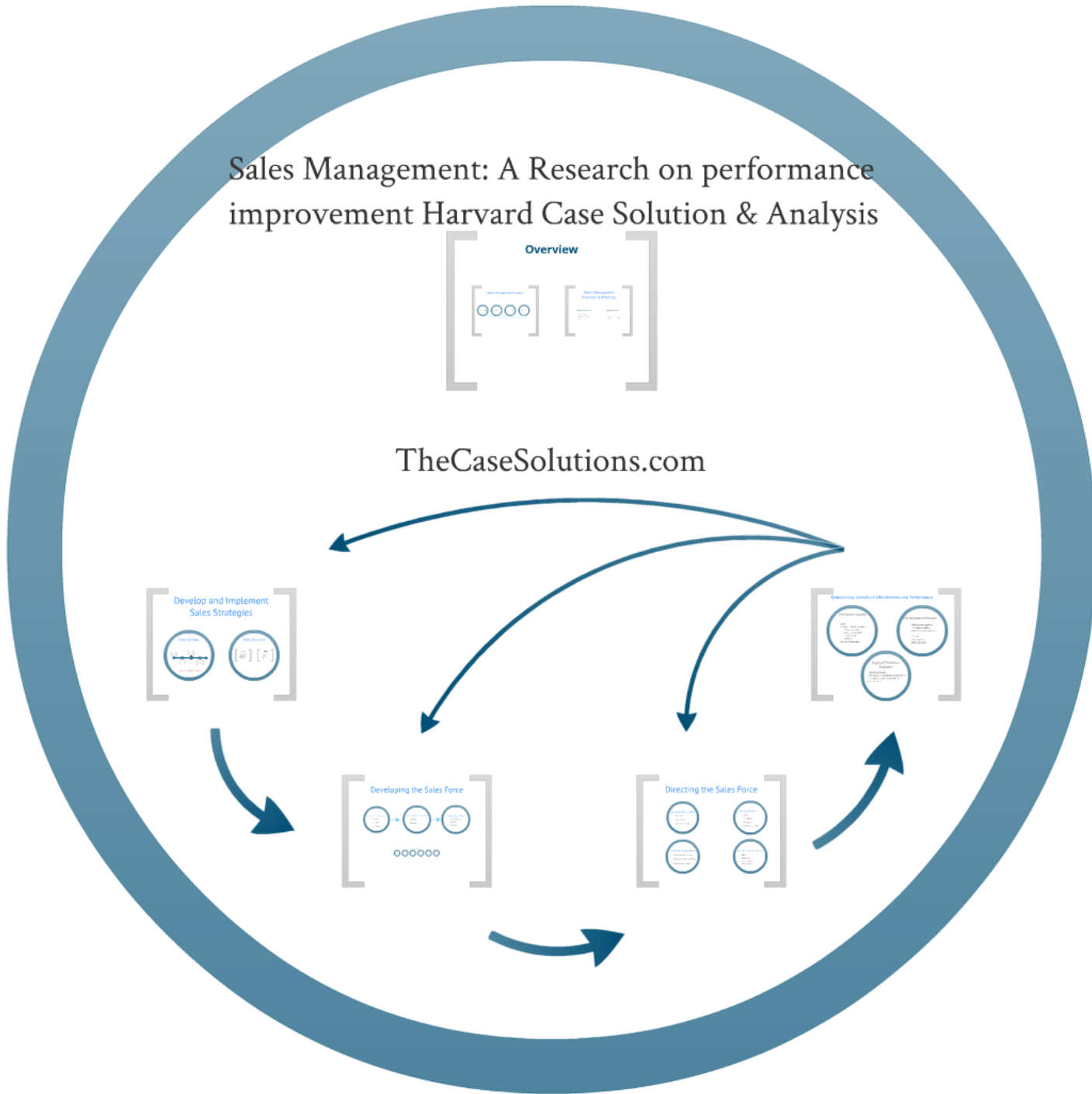


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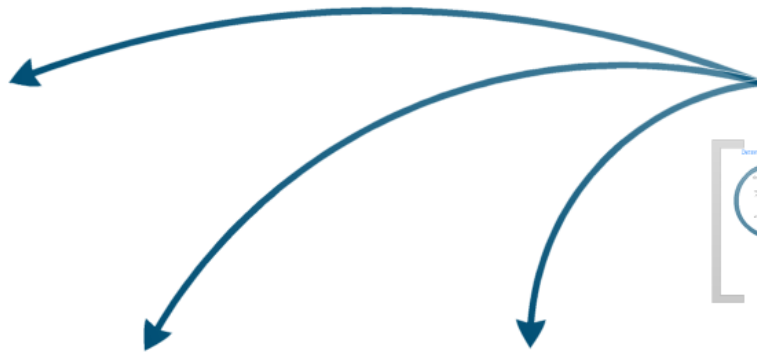


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Overview



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Overview

Sales Management Process



Sales Management Positions & Practices

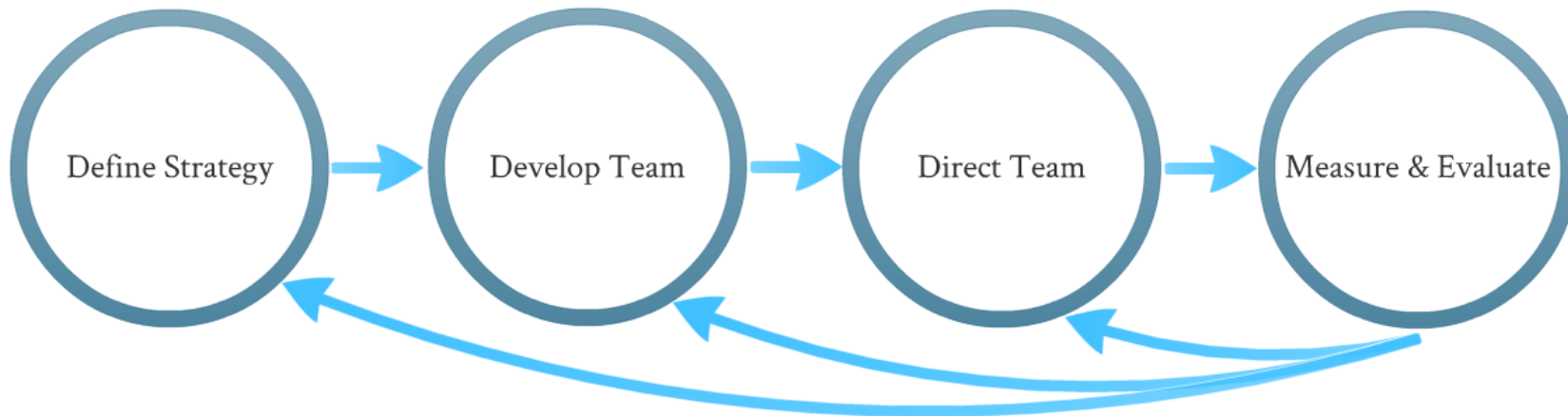
Management Positions

- CSO or VP of Sales
- Regional or Area Sales Manager
- Direct Sales Manager

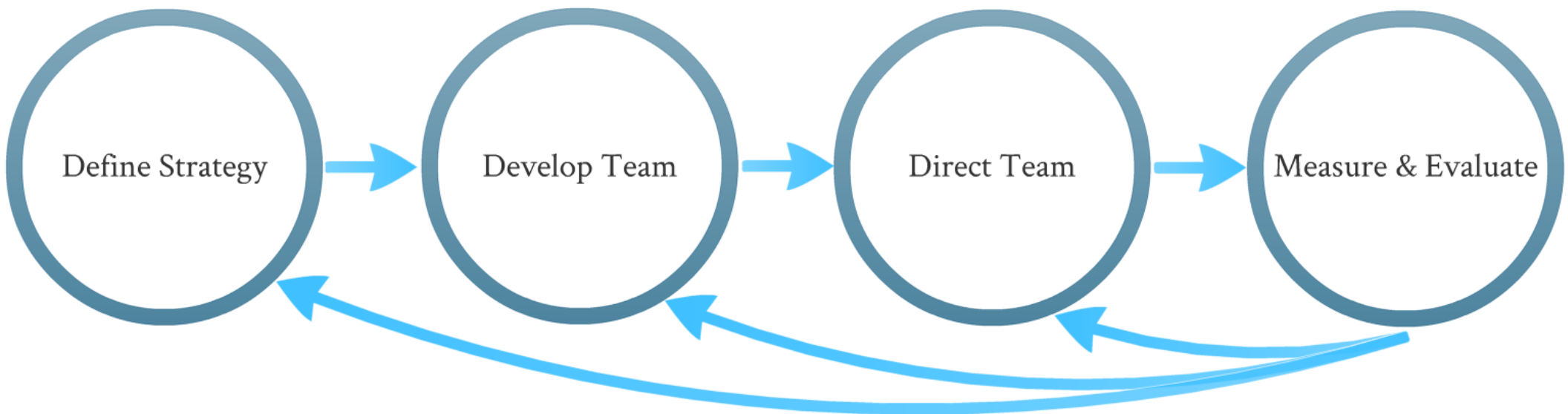
Management Practices



Sales Management Process



Sales Management Process



Sales Management Positions & Practices

Management Positions

- CSO or VP of Sales
- Regional or Area Sales Manager
- Direct Sales Manager

Management Practices

Sales Organization

- Customer-Oriented
- Best Talent
- Valuable Training/Coaching
- Motivating/Account Segmentation
- Efficient Sales Process
- Use Information Technology
- Integrated With Other Functions

Sales Managers

- Communication
- Human Relations
- Time Management
- Relevant Knowledge
- Leadership
- Ethical

Management Positions

- CSO or VP of Sales
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Management Practices

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