



# ProActive Sales Management: How to Lead, Motivate, and Stay Ahead of the Game

*William "Skip" Miller*

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## **ProActive Sales Management: How to Lead, Motivate, and Stay Ahead of the Game** William "Skip" Miller

Today's sales managers have to be quicker than ever, being more proactive about hiring the best performers and retaining them, multi-tasking, and managing complex sales processes in order to close more and more deals. This book provides readers with a proven method for managing the sales process as well as the salespeople. Packed with specific, field-tested techniques, *ProActive Sales Management* shows sales managers how to:

- motivate a sales team
- get their sales team to prospect and qualify
- create a proactive sales culture
- effectively coach and counsel up and down the sales organization
- reduce reports to one sheet of paper and 10 minutes a week
- forecast with up to 90% accuracy
- take A players to A+ levels

Packed with all new metrics and tactics for making the numbers in today's sales environment, this is an important resource no sales manager should be without.

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