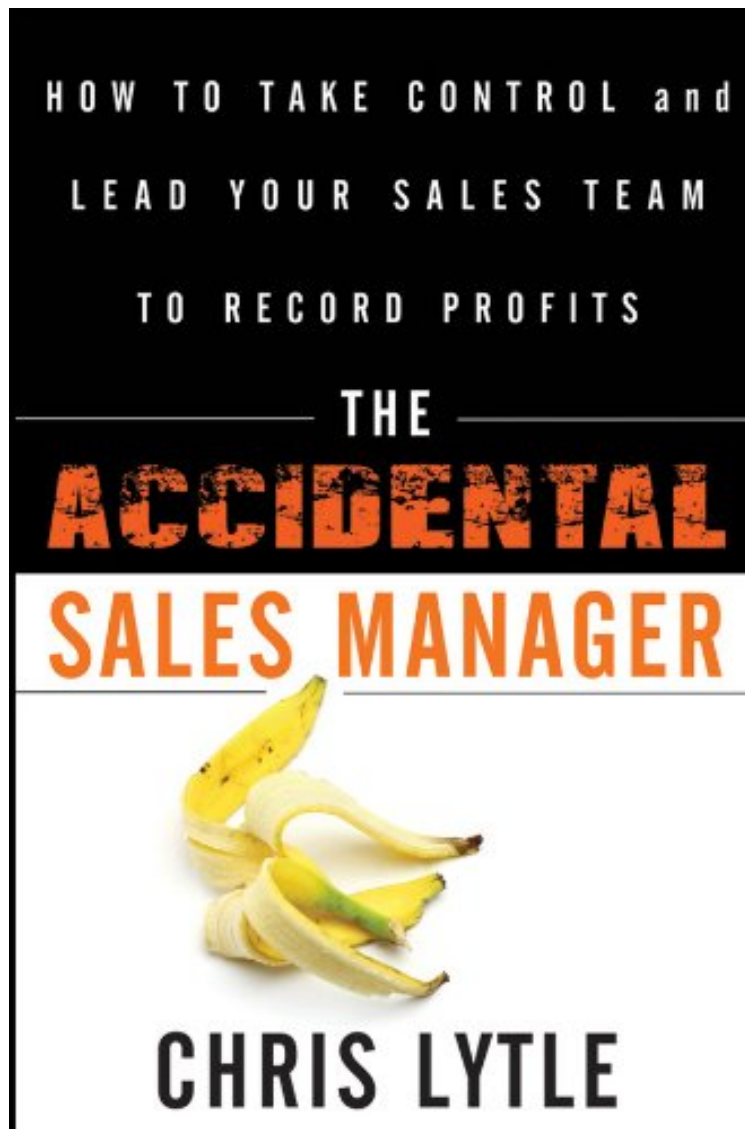


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The Accidental Sales Manager: How to Take Control and Lead Your Sales Team to Record Profits

Chris Lytle

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Chris Lytle : The Accidental Sales Manager: How to Take Control and Lead Your Sales Team to Record Profits before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Accidental Sales Manager: How to Take Control and Lead Your Sales Team to Record Profits:

3 of 3 people found the following review helpful. Lots of practical advice By P. Hurd I've owned my own business for many years, which involves managing a team of about 10 broker type salespeople (head hunters actually). Recently, I

decided that I should read up on sales management because I wanted other people's perspective on what to do. This was the first book I picked up, and I was impressed with it. I highlighted quite a few passages and noted down a lot of specific things I can try in my business. For example, the author offers some specific questions to ask interviewees that you're considering hiring. I appreciated that level of detail. (Just for comparison, the second book I bought was much more general, and I found myself wishing it was more like this one.)

16 of 17 people found the following review helpful. Not just a book, a how to manual! By JeffSI have read lots of management books, all with great ideas and philosophies. Concepts that challenge you and make you think, but the Accidental Sales Manager By Chris Lytle is not just a book, it's a how to guide to being a better manager! I've been a manager for over 20 years, and it's amazing how in that time you forget or don't think about such obvious things you can do to enhance your team. Not to mention the amount of change that happens constantly in product delivery, sales technique, technology, etc. This book gave me things to do right away! I started reading over the weekend, and on Monday morning, having read only a couple chapters, I was able to immediately put in to place techniques that brought my sellers to life, made us have one of the best sales meetings we've had in a long time, by using a simple question I found in the first pages of the book. Why didn't I think of that? Chris's writing style is such that you feel like he has his arm around you and feels your pain. He's never condescending, or preachy, quite the contrary. His style is motivational, makes you feel safe and comfortable trying new things, and his logic just turns on the light bulbs in your brain. It the price you pay for this book on , under \$20 bucks are you kidding? If you're in management, you need to read this book no matter how new you are to management or how long you've been doing it. There are lessons to be learned and techniques to put into practice immediately on the very first pages! Thanks Chris Lytle! It was no "accident" that I needed this book!

0 of 0 people found the following review helpful. Good Read By Thomas D. Clark Re-established many of the aspects of being a sales manager and reinforced many of the practices developed naturally. It also uncovered some missed opportunity and the reasons it was not realized. The book addressed a variety of real life situations that all sales managers experience at least once at some point in their career. The author has experienced what he writes about directly so he has a thorough understanding. The book is written in a language and style that is easy understood as it very common to sales operations. It is worth reading at least once a year and therefore should be in every sales manager's personal library. Each time it is read a little more perspective and a little more appreciation for the job and it's intricacies are gained. I strongly recommend this book to anyone in sales management and especially those just starting out.

Key skills to make sales managers better developers of salespeople Get out of the firefighting business and into the business of developing the people who develop your profits. Successful salespeople rightfully become sales managers because of superior sales records. Yet too often these sales stars get stuck doing their old sales job while also trying to juggle their manager role, and too often companies neglect to train their sales managers how to excel as managers. That's the "sales management trap," and it's exactly what The Accidental Sales Manager addresses and solves. Full of helpful steps you can apply immediately? whether you're training a sales manager, or are one yourself? this practical guide reveals step-by-step methods sales managers can use to both learn their jobs and lead their teams. Get tactics to stop burning time and exhausting yourself, while taking effective actions to use time better as a leader Discover how to integrate learning into leading and make sales meetings an active conversation on what works and what doesn't Author has a previous bestseller, The Accidental Salesperson Don't get caught in the "sales management trap" or, if you're in it, get the tools you need to escape it. Get The Accidental Sales Manager and lead your team to do what you do best: make sales, drive profits, and get winning results.