

# ***sales management***

## **DeMYSTiFieD**

**A SELF-TEACHING GUIDE**



Discover **SKILLS** and **STRATEGIES** to become a **SUCCESSFUL** sales manager



Bridge the gap between **THEORY** and **PRACTICE**



**INCREASE** sales **PRODUCTIVITY** and **LOWER** sales force **TURNOVER**



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# Sales Management Demystified A Self Teaching Guide

**Karin Nielsen-Saines**



## **Sales Management Demystified A Self Teaching Guide:**

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