



Hire Right, Higher Profits The Executives Guide to Building a World-Class Sales Force

By Lee B. Salz

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 154 pages. Dimensions: 8.4in. x 5.4in. x 0.5in. Hired and fired. . . Its the revolving door on sales teams. Executives hire what they believe to be great salespeople, but the results never come and the salespeople are let go. This perpetual cycle eradicates profits, makes revenue targets pipe dreams, and has sales leaders pulling out their hair in frustration. Despite these issues, executives continue to try to hire great salespeople. That three-word expression is exactly what Hire Right, Higher Profits is all about. Sales management strategist, Lee Salz begins the book by challenging readers with the 25, 000 Revenue Test which most executives fail. Then, he hits readers between the eyes with the statement there are no great salespeople and offers proof of it! He also cautions those executives who view the competition as their primary sales talent source of its risks. But Salz doesnt stop there! He challenges executives to shift their perspective from hiring salespeople to investing in revenue. Each salesperson represents a revenue investment made by the company with the core objective of receiving a fast, high return on it no different..



READ ONLINE
[7.8 MB]

Reviews

A really wonderful book with perfect and lucid information. I actually have study and i am sure that i am going to gonna read through once more yet again in the future. I am pleased to explain how this is actually the finest ebook we have study inside my personal daily life and might be he finest book for at any time.

-- **Kristy Stroman**

This book is definitely not effortless to begin on reading through but extremely fun to read. Sure, it can be enjoy, continue to an amazing and interesting literature. I realized this book from my dad and i recommended this pdf to understand.

-- **Ezequiel Schuster**