



# **Sales Management Power Strategies: Building a replicable and scalable sales process**

*Paul R. DiModica*

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# Sales Management Power Strategies: Building a replicable and scalable sales process

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## **Sales Management Power Strategies: Building a replicable and scalable sales process** Paul R. DiModica

To be successful today in sales management, you need to maximize the investment you have in your current sales team and set a pattern of leadership that will help you and future sales team members become more successful. This book is designed for sales management or executive management teams seeking to build a replicable and scalable sales process. Through step-by-step instruction, this book provides tactical and strategic information on hiring the right salespeople, setting up sales team metrics, developing effective compensation plans, setting up training programs, determining sales quotas, managing forecasts, managing strategic alliances, and integrating other departments to achieve the highest performance for your company.

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