

SALES FORCE MANAGEMENT%0A

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Sales force management system Wikipedia

Sales force management Process includes training, IT systems, control, coaching, and is shared across several people and departments. Five major activities are involved in staffing a sales force. They must be divided into related steps.

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Sales Force Management Personal selling objectives 1

Sales Force Management originally referred exclusively to the direction of the Sales Force. Saturday, January 31, 2009. Personal selling objectives-1 Quantitative objectives: 1) To capture and retain a certain market share 2) To obtain sales volume in ways that contribute to profitability 3) To obtain some number of new accounts of given types 4) To keep personal selling expenses within set

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