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great sales managers make--and get extraordinary results. [William Miller] -- "This book is filled with mistakes. Big ones. The mistakes that cost sales professionals their customers, their top line results, maybe even their careers. But you should read More ProActive Sales ...

## **More proactive sales management : avoid the mistakes even ...**

Five Things Proactive Sales Managers Do Differently January 6, 2014 Kevin Davis 4 min read A recent review of a sales manager job description for a Fortune 500 company shows that about 85 percent of the responsibilities assigned to sales managers, were related to sales coaching.

## **Five Things Proactive Sales Managers Do Differently ...**

If your company identifies a problem, you can build customer trust and avoid damaging PR by taking the following actions: Alert customers to the issue and offer an apology. Offer a discount on a future purchase, or provide a refund if the action you take to fix the problem doesn't satisfy their needs.

## **6 Tips to Shift from Reactive to Proactive Customer Service**

Implementing proactive contract management. Without a contract management system, compiling and analyzing contract data can potentially take hundreds of worker hours, not to mention it is likely to be skewed or inaccurate. Contract management software turns the content of contracts into data that can be efficiently analyzed,...

## **Why creating a culture of proactive contract management is ...**

More ProActive Sales Management Avoid the Mistakes Even Great Sales Managers Make -- And Get Extraordinary Results by William "Skip" Miller

## **More ProActive Sales Management by William "Skip" Miller ...**

create a proactive sales culture; motivate a sales team; use simple yet powerful metrics; weed out failures quickly; coach

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and counsel up and down the sales organization; reduce reports to one sheet of paper and 10 minutes a week; forecast more confidently; This book shows sales managers at every level how to manage for great results!

## **William 'Skip' Miller: More ProActive Sales Management**

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Company is a good place to work if you are looking for a steady job with benefits and available overtime. The company needs to take a hard look at being more proactive. Sales is the only goal, no matter what it costs to make the numbers. Lack of training is a serious issue.

## **Working at Knorr Brake Company in Westminster, MD ...**

Today's sales managers have to be quicker than ever, being more proactive about hiring the best performers and retaining them while multitasking with managing complex sales processes in order to close more and more deals.

## **ProActive Sales Management: How to Lead, Motivate, and**

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More ProActive Sales Management: Avoid the Mistakes Even Great Sales Managers Make--And Get Extraordinary Results. ... — William "Skip" Miller, ProActive Sales Management: How to Lead, Motivate, and Stay Ahead of the Game: How to Stay Ahead of the Game Without Working Like a Dog. 0 likes.

## **William "Skip" Miller (Author of ProActive Sales Management)**

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Knorr Brake Company Employee Reviews. Review this company. ... The company needs to take a hard look at being more proactive. Sales is the only goal, no matter what it costs to make the numbers. Lack of training is a serious issue. ... Avoid this place at all cost, incompetent management, terrible culture, and

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they utilize outdated software and ...

## **Working at Knorr Brake Company: Employee Reviews | Indeed.com**

Dennis is the co-founder of Pro Active Physical Therapy, which has been in business since 2006. Beyond his extensive clinical experience, Dennis has completed hundreds of hours of clinical education with emphasis in Active Release Techniques, spinal manipulation, trigger point dry needling and concussion evaluation and management.

### **Pro Active Physical Therapy - Recovery in Motion**

And in sales management, sales-performance issues can take on the look of a nail with sales managers hammering out the same advice. So how do sales managers avoid this common coaching mistake? Slow down, step back and apply your problem-solving skills. ... As a proactive sales manager, your first inclination might be to schedule a coaching ...

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