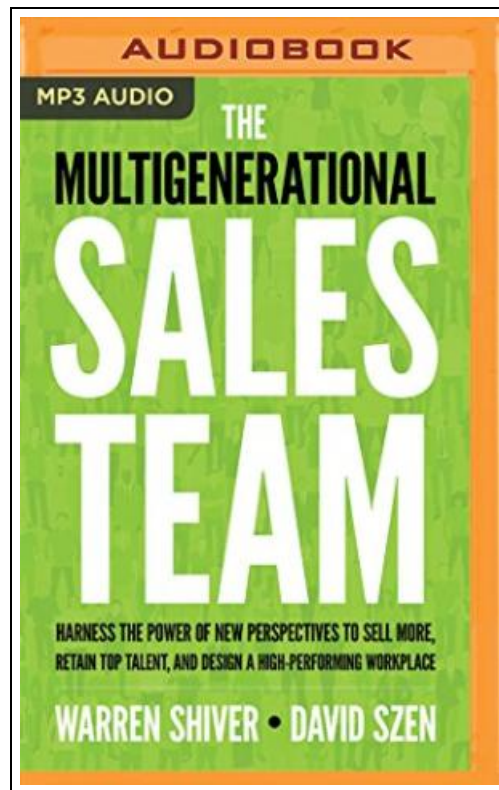


The Multigenerational Sales Team: Harness the Power of New Perspectives to Sell More, Retain Top Talent, and Design a High-Performing Workplace



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Reviews

Extensive manual! Its this sort of very good study. It is rally fascinating throug reading time period. I am just pleased to explain how this is actually the finest publication we have go through during my personal life and can be he greatest ebook for actually.

(Henri Runolfsdottir)

THE MULTIGENERATIONAL SALES TEAM: HARNESS THE POWER OF NEW PERSPECTIVES TO SELL MORE, RETAIN TOP TALENT, AND DESIGN A HIGH-PERFORMING WORKPLACE



BRILLIANCE AUDIO, 2017. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. A business s greatest asset is its experience combined with the innovative. According to estimates by the US Department of Labor, Millennials will represent roughly almost 50 of the workforce in less than 10 years. A flood of blogs, articles, and books are already trying to help professionals and executives understand how the clash of Millennial, Generation X, and Boomer preferences will impact their business and personal careers. The Multigenerational Sales Team focuses on the increasing need for sales organizations to more effectively leverage talent from generational groups who think, sell, and buy in vastly different ways. It addresses the challenges that many organizations are facing right now: How can generations with different perspectives find ways to successfully work together?How should you recruit, train, and deploy different generations of salespeople to build an effective sales team?How can sellers identify and address the generational silent killers within the sales process? You will learn how to overcome these obstacles by adjusting internal practices including recruitment, development, and management of salespeople. You will also learn how to improve client-facing activities for better diagnosis and accommodation of buyers preferences. With The Multigenerational Sales Team as a guide, sales professionals and teams who begin this transformation will learn to leverage each generation s unique strengths to drive improvements in both individual and organizational performance.

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