



Training - Price - Procedures - Promotion - Tools - Place - Information - Motivation - Compens 21th, 2024Sales Management 101, Conducting Powerful Sales Review ...Efficiency Of The Sales Person, That Is, Are They Being As Productive As Possible. You Can Use The Funnel Review To Determine Sales Cycle Time, Conversion/win Rates, And A Number Of Other Productivity Factors. To Conduct The Review Most Effectively, I Suggest The Following: • Have The Sales Person's Funnel/forecasts From The Past Two Months. 14th, 2024.

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