



## Get Sales Focused: Rethinking and Revolutionizing Sales Forces and Sales Results

By Adele Crane

Sales Focus International Pty Limited. Paperback. Book Condition: New. Paperback. 256 pages. Dimensions: 8.9in. x 6.0in. x 0.7in. This latest 2010 edition is revised to include new research and international case studies. Since its first publication in 2001, this book has become renowned as the directors handbook for those small to mid-sized companies demanding immediate results for stagnating, distressed or businesses suffering a plateau in sales performance. It provides a catalyst for future prosperity. This is the challenge faced by businesses across the nation and in their overseas offices, particularly post the global financial crisis. The proven methodology within Get Sales Focused has assisted companies achieve sustainable and profitable increases in sales results of well over 42 for client companies in just 90-120 days. These methods are focused on immediate turn-arounds in sales performance. The success of an organization is linked directly to the income it can produce. This outcome hinges on the ability of the Managing Director/President/CEOs to demand performance from sales management through all economic climates. Adele Crane is a renowned sales developer working with an international client base with the trademark of producing major growth in 90-120 days. As Managing Director of Sales Focus International, she has experience...



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