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Death of a Sales Manager: A Sales Training Novel

By Davy Z Jones

Createspace, United States, 2009. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.ANYONE CAN MURDER ANYONE, ANYTIME, ANYWHERE . . . but why would a forklift salesman murder a Vice-President of Purchasing precisely at five o'clock on a Friday in the first-floor conference room at the corporate headquarters of AJAX Aerospace, one of the nation's largest forklift users? And, why would Jonathon Faraday, the salesman's boss and Sales Manager at MARQUISE LIFT, a southern California forklift dealership, be part of the conspiracy to kill the poor woman? The worst economy since the Great Depression has killed sales and Faraday doesn't know what to do. Of course he's aware of every sales training theory known to mankind; he knows how positive-thinking is supposed to work on sales professionals and he can recite all the so-called effective management jargon you've ever heard; but he doesn't know how to translate theory into action or how to convert positive-thinking into positive achievements or how to turn jargon into practice. Ironically, Faraday finally comes up with a proven way to increase sales and profits. Jonathon's way is...



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