



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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