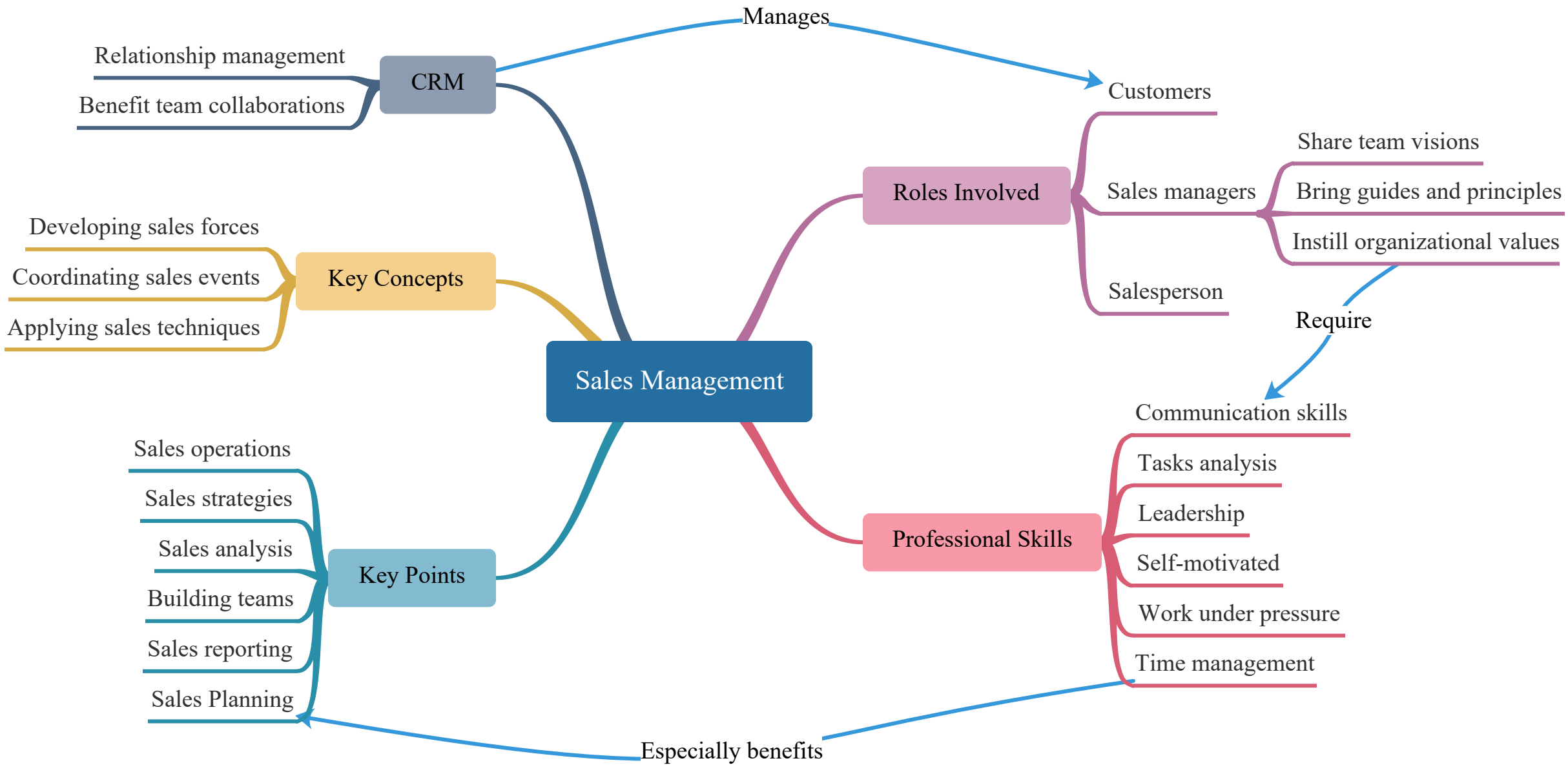
Sales Management
CRM
Relationship management
Benefit team collaborations
Manages
Customers
Roles Involved
Sales managers
Share team visions
Bring guides and principles
Instill organizational values
Salesperson
Require
Key Concepts
Developing sales forces
Coordinating sales events
Applying sales techniques
Communication skills
Professional Skills
Tasks analysis
Leadership
Self-motivated
Work under pressure
Time management
Key Points
Sales operations
Sales strategies
Sales analysis
Building teams
Sales reporting
Sales Planning
Especially benefits