



The Field Sales Manager: A Manual of Practice (Classic Reprint) (Paperback)

By Albert Newgarden

Forgotten Books, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Excerpt from The Field Sales Manager: A Manual of Practice The job of a manager, it has been said, is to get things done through the efforts of other people, and this definition has helped to shape the contents of this volume. There are, after all, many things that a field sales manager is called upon to do which do not directly involve the management of people. Some field sales managers, for example, are responsible for maintaining one or more field warehouses, and many field sales managers are responsible for a certain amount (sometimes a very great amount) of personal selling. Except to the extent that such activities are related to the central task of getting things done through the efforts of other people, however, they are not discussed in this volume. For all of the similarities that exist between the responsibilities and problems of the field sales manager and those of his counterparts in other areas of the company's operations, the fact remains that the field sales manager is confronted with a number of special, if not in fact unique,...



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