



# **Turbulent Times Leadership for Sales Managers: How the Very Best Boost Sales**

*Tom Connellan*

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Research-based and tested in the crucible of the marketplace Turbulent Times Leadership for Sales Managers shows the reader how to boost sales in any economic condition. Connellan's research uncovered skill sets in which leaders of high performing sales reps are 22% more effective than leaders of low performing reps. This book lays out in a step-by-step fashion how to put those three skill sets to work.

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