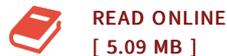


Lean Sales How a Sales Manager Applied Lean Tools to Sales Processes and Exceeded His Goals

By Jaideep Motwani

Business Expert Press. Paperback. Condition: New. 180 pages. Dimensions: 8.9in. x 5.9in. x 0.4in. Over the last decade lean methods and tools have helped manufacturing organizations improve their productivity levels significantly by focusing on data, systematic elimination of waste and improvement of flow. Today many non-manufacturing organizations are applying the powerful process improvement methods and tools employed with Lean techniques. Organizations in healthcare, education, government, hospitality, and other services are applying the improvement tools with growing levels of success. Sales people around the world have watched their organizations improve their core value added processes, and yet they have not fully engaged or embraced the use of Lean tools in their sales processes. This book illustrates lean methods and tools applications applied to a full range of sales organizations and processes. By covering these tools in various sales environments in a story book format, sales team leaders can begin to understand how these methods and tools can be applied in their organizations to drive to sales identify and reduce waste, improve performance, and speed delivery. This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



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