



Making the Number: How to Use Sales Benchmarking to Drive Performance

Greg Alexander, Aaron Bartels, Mike Drapeau

Download now

[Click here](#) if your download doesn't start automatically

Making the Number: How to Use Sales Benchmarking to Drive Performance

Greg Alexander, Aaron Bartels, Mike Drapeau

Making the Number: How to Use Sales Benchmarking to Drive Performance Greg Alexander, Aaron Bartels, Mike Drapeau

The essential tool kit to achieve breakthrough sales performance improvements.

Numbers don't lie: 40 percent of all salespeople miss their targets each year. How can sales managers ensure their teams are doing everything possible? The key lies in benchmarking, which is not new for finance or manufacturing but rarely gets applied to sales. Making the Number will teach executives to embrace data-driven decision making and rely less on gut instinct.

Comparing a sales force to those of relevant peers leads to many opportunities to improve performance. The authors take readers through their five-step methodology for sales benchmarking, showing how to select metrics; gather, compute, and compare internal and external data; and then actually use the data.

Making the Number includes case studies of sales benchmarking in action. For example, find out how Discover Financial Services plays David to the Goliaths of MasterCard and Visa.

Whether you're a sales rep, a manager, or a CEO, this book will show you a better way to make your number.

 [Download Making the Number: How to Use Sales Benchmarking t ...pdf](#)

 [Read Online Making the Number: How to Use Sales Benchmarking ...pdf](#)

Download and Read Free Online Making the Number: How to Use Sales Benchmarking to Drive Performance Greg Alexander, Aaron Bartels, Mike Drapeau

From reader reviews:

Angel Garcia:

This Making the Number: How to Use Sales Benchmarking to Drive Performance book is simply not ordinary book, you have after that it the world is in your hands. The benefit you receive by reading this book is usually information inside this e-book incredible fresh, you will get information which is getting deeper an individual read a lot of information you will get. This specific Making the Number: How to Use Sales Benchmarking to Drive Performance without we comprehend teach the one who reading it become critical in thinking and analyzing. Don't always be worry Making the Number: How to Use Sales Benchmarking to Drive Performance can bring once you are and not make your tote space or bookshelves' become full because you can have it in your lovely laptop even cell phone. This Making the Number: How to Use Sales Benchmarking to Drive Performance having very good arrangement in word as well as layout, so you will not truly feel uninterested in reading.

Donald Pate:

A lot of people always spent their free time to vacation as well as go to the outside with them loved ones or their friend. Are you aware? Many a lot of people spent these people free time just watching TV, or perhaps playing video games all day long. If you would like try to find a new activity this is look different you can read the book. It is really fun to suit your needs. If you enjoy the book that you simply read you can spent the entire day to reading a e-book. The book Making the Number: How to Use Sales Benchmarking to Drive Performance it is quite good to read. There are a lot of people that recommended this book. These people were enjoying reading this book. In the event you did not have enough space to develop this book you can buy often the e-book. You can m0ore simply to read this book from the smart phone. The price is not too expensive but this book features high quality.

Eleanor Hotchkiss:

You can get this Making the Number: How to Use Sales Benchmarking to Drive Performance by browse the bookstore or Mall. Simply viewing or reviewing it may to be your solve difficulty if you get difficulties on your knowledge. Kinds of this reserve are various. Not only by simply written or printed but can you enjoy this book by e-book. In the modern era similar to now, you just looking of your mobile phone and searching what your problem. Right now, choose your own ways to get more information about your reserve. It is most important to arrange you to ultimately make your knowledge are still up-date. Let's try to choose appropriate ways for you.

Roberta Nieves:

What is your hobby? Have you heard that will question when you got scholars? We believe that that issue was given by teacher to the students. Many kinds of hobby, All people has different hobby. And you also know that little person such as reading or as studying become their hobby. You need to understand that

reading is very important in addition to book as to be the point. Book is important thing to incorporate you knowledge, except your own personal teacher or lecturer. You discover good news or update with regards to something by book. Numerous books that can you choose to use be your object. One of them is actually Making the Number: How to Use Sales Benchmarking to Drive Performance.

Download and Read Online Making the Number: How to Use Sales Benchmarking to Drive Performance Greg Alexander, Aaron Bartels, Mike Drapeau #1M7YKJ9VSC8

Read Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau for online ebook

Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau books to read online.

Online Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau ebook PDF download

Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau Doc

Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau Mobipocket

Making the Number: How to Use Sales Benchmarking to Drive Performance by Greg Alexander, Aaron Bartels, Mike Drapeau EPub