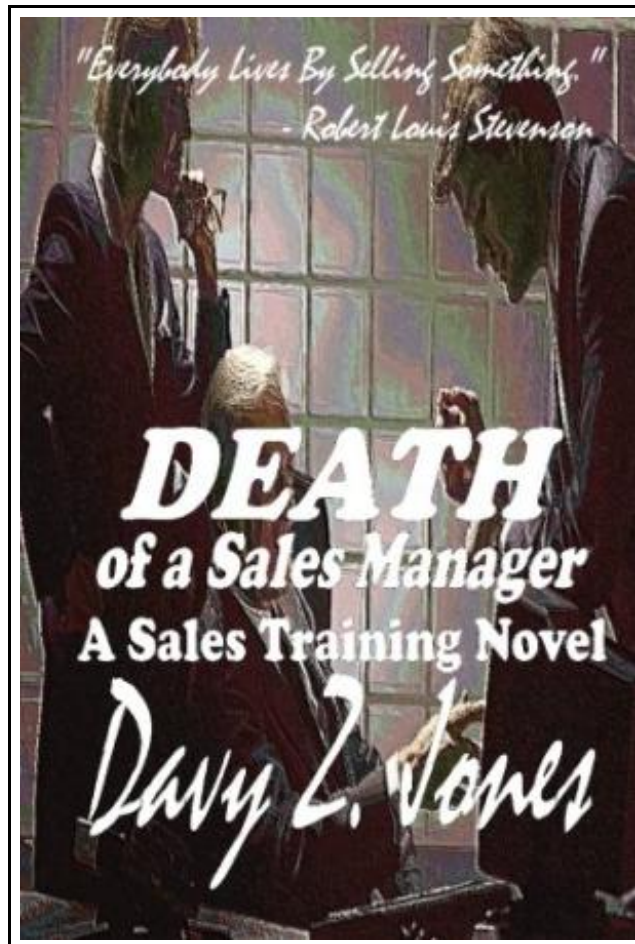


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DEATH OF A SALES MANAGER: A SALES TRAINING NOVEL (PAPERBACK)



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Createspace, United States, 2009. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.ANYONE CAN MURDER ANYONE, ANYTIME, ANYWHERE . . . but why would a forklift salesman murder a Vice-President of Purchasing precisely at five o'clock on a Friday in the first-floor conference room at the corporate headquarters of AJAX Aerospace, one of the nation's largest forklift users? And, why would Jonathon Faraday, the salesman's boss and Sales Manager at MARQUISE LIFT, a southern California forklift dealership, be part of the conspiracy to kill the poor woman? The worst economy since the Great Depression has killed sales and Faraday doesn't know what to do. Of course he's aware of every sales training theory known to mankind; he knows how positive-thinking is supposed to work on sales professionals and he can recite all the so-called effective management jargon you've ever heard; but he doesn't know how to translate theory into action or how to convert positive-thinking into positive achievements or how to turn jargon into practice. Ironically, Faraday finally comes up with a proven way to increase sales and profits. Jonathon's way is the Sales Coaching Process based on the concept presented in the precedent-setting book, *Sell Like Professional Athletes Win*(c) by D. X. Bates and it enables him to turn the company around. What most of the characters in this story don't know is that the woman who owns MARQUISE LIFT and the man who steals the AJAX money and causes the murders of thirteen people, share a secret that will forever impact the lives and legacies of those who do . . . and don't . . . survive the DEATH OF A SALES MANAGER(c).



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