

new year, new strategy

External



Inbox



Sarah Brazier <sarah.brazier@gong.io>



1 Jan 1 Fri, Jan 18, 4:21 PM (3 days ago)



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As fab February approacheth, sales leaders far and wide are preparing for SKO. Raps will be rallied, emotions will be ignited, and sales strategies will be deployed.

The dilemma sales leaders face, though, is much more challenging than the age old question of "when should we break for happy hour?" One can sum it up in with the knee bucking McKinsey stat: 70% of new business transformations, like sales methodologies or how you go-to market fail.

(If that does make you internally yikes, then I commend your steely nerves.)

"How come?" might be your next question - and the answer is simple: after SKO strategies are deployed, sales leaders have no visibility into the adoption, or effectiveness of their initiative.

So, post SKO, how do you plan to ensure your biggest initiatives are achieved this year? If that question is answered with a new Salesforce field or more manager reports - there might be a better way.

Interested in learning what it is? Give me a ping back. If not, no worries.

-Sarah

P.S. Give me a shout if you'd like to read through the McKinsey study - happy to share my copy!

Sarah Brazier

Commercial Account Executive

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The Unstoppable SalesSM Prospecting System Shawn Casemore, 2025-11-18 How do some sales professionals seem to have a never ending stream of qualified leads whereas others need help even to get a meeting Is it the product they sell their mastery of LinkedIn or other social platforms or simply the result of years of experience The answer is not so straightforward despite what many experts will say to you If it were everyone would be a master at prospecting when it is quite the opposite Studies have repeatedly shown that prospecting is one of the most difficult if not the most challenging parts of sales The good news however is that when you do master prospecting you will be an in demand sales professional with transferable skills that set you apart from your competition and allow you to have the income level you choose This book uncovers the methods skills and strategies necessary to build your own Unstoppable SalesSM Prospecting system Unlike any other this system equips you with the tools to generate a consistent stream of prospects regardless of your industry product or location

30 Sales Techniques Every Professional Should Know FinInsight Publishing, 2025-03-24 30 Sales Techniques Every Professional Should Know Sell Smarter Close Faster Win More A Hands On Guide to Proven Sales Strategies for Immediate Results Master the Art of Selling with 30 Powerful Actionable Techniques Success in sales isn't about luck it's about using the right techniques at the right time Whether you're a seasoned sales professional an entrepreneur or just starting out in sales this book is your ultimate practical guide to closing more deals and boosting your sales performance Unlike theoretical sales books filled with abstract ideas this book is hands on straight to the point and packed with real world techniques you can apply immediately Every chapter focuses on a single proven sales strategy explaining it in a clear and simple way with practical examples and business cases to help you implement it in real sales situations What You'll Learn in This Book How to create instant rapport and build trust with customers Proven techniques to overcome objections with confidence How to craft a compelling pitch that speaks directly to your buyer's needs Closing strategies that actually work without being pushy Powerful psychological triggers that influence buying decisions Prospecting and lead generation techniques to find more customers How to handle negotiations and turn hesitant prospects into paying clients Why This Book Stands Out Easy to Read Apply No fluff no unnecessary jargon just practical sales techniques you can use right away Actionable Hands On Each chapter provides real world examples and step by step guidance to help you master every technique Flexible Learning Each technique is covered in its own chapter so you can read the book in order or jump straight to the sections that matter most to you For Salespeople of All Levels Whether you're in B2B B2C retail or consulting these techniques apply to any sales role and any industry Who Should Read This Book Sales professionals looking to sharpen their skills and close more deals Entrepreneurs and business owners who need to sell their products or services more effectively Managers and team leaders who want to train and coach their sales teams for better results Students and aspiring salespeople looking for a practical guide to sales success If you're serious about improving your sales performance this book

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something then by that definition sales people are curious by nature In fact that s how sales professionals learn to be professional in the first place This is a collection of practical answers to questions sales people ask most Written by Susan A Enns a professional sales coach with a proven track record of sales excellence over her 30 plus year career Her accomplishments include consecutively being the top sales rep in Canada managing the top sales branch and achieving outstanding sales growth in a national channel sales organization She has written several books about sales and sales management and has created numerous automated sales tools Her work has been published in several locations numerous times and has sold on five separate continents As such over the years Susan has been asked many questions by many sales people After a while she saw that sales people regardless of their experience the products they sell the industries in which they operate or the countries where they sell all share similar curiosities In other words although the wording may be different when asked in an email or when asked in person sales people all ask the same questions the most common of which are answered in this ebook As the old saying goes the only stupid questions are the ones unasked As a sales professional you should never be afraid to Ask the Sales Coach because you will learn so much from the answers Susan really knows the selling world She s honest articulate bright giving highly competent personable and a top professional Welcome her It s the right thing to do Our company hired Susan as our sales coach She has helped me make more appointments close more deals and make more money The 3 most important concepts in sales I would recommend any sales force hire her to help boost business sales Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Susan knows her stuff She brings many years of great sales experience and success to anyone who wished to improve their skills in sales She is very personable and is not afraid to tell it like it is I would recommend anyone and I have to Susan her website her books if you want to become a better sales person Thanks for the training I made my quota this year in May

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Sales Force Management Mark W. Johnston, Greg W. Marshall, Jessica L. Ogilvie, 2025-03-31 This 14th edition of

Sales Force Management continues to build on the book's reputation as a contemporary classic fully updated for modern sales management teaching research and practice. By identifying recent trends and applications, Sales Force Management combines real world sales management best practices with cutting edge theory and empirical research in a single authoritative source. The authors have strengthened the focus on the use of technology in sales management including the use of AI in predictive sales analytics, updated the content to reflect the enduring impact of the Covid 19 pandemic and revised the case studies and features throughout. Pedagogical features include the following: All new Thought Bubbles posing international challenges regularly encountered by sales managers to develop students' cultural intelligence and ability to handle cross cultural interactions with ease; Engaging breakout questions designed to spark lively discussion; Leadership Challenge assignments at the end of every chapter to help students understand and apply the principles they have learned in the classroom; Minicases updated to reflect contemporary B2B industry settings that today's graduating sales students will find themselves in, such as technology sales roles; Leadership Innovation and Technology boxes that simulate real world challenges faced by salespeople and their managers; Ethical Moment boxes in each chapter put students on the firing line of making ethical choices in sales; Role Play exercises at the end of each chapter designed to enable students to learn by doing. This fully updated new edition is an invaluable resource for students of sales management at both undergraduate and postgraduate levels. Online supplementary resources include an Instructor's Manual and PowerPoint lecture slides.

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