

How can I bring my company's sales performance from good to great?: A white paper developed for the SME-Entrepreneur on how this can be done w/o rocket ... eBooks on sales performance enhancement)

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This white paper was written for all Small or Medium-sized Enterprises (SME) with between 25 and 500 employees that are having problems with their sales performance or wondering if they could do any better.

Although it could be applied to many different businesses around the world, it is specifically destined for enterprises that are active in the Business-to-Business area with value-based products and/or services.

It is also a good source of practice learning for any start-up that wants to have an idea of what will most probably lie ahead in a not so distant future.

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