

The Sales Growth Imperative How World CI Sales Organization

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Sales growth comes down to better customer interactions and conversations, more of them, along with a better value proposition and marketing. To make these things a reality, there are three main components to a strong sales strategy: 1. Improving the alignment between the target customer, the differentiated value proposition, marketing and distribution. 2.

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The Growth Imperative: No Time To Lose Today, too many companies, cautious about the future, are playing it safe—focusing on the bottom line and managing for cash. But while it might be tempting to wait for the dust to settle or conditions to improve, the challenges that make today's business environment so confronting are not temporary.

More Holes Than Cheese: Embracing the Growth Imperative

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