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### **SALES MANAGEMENT AN OVERVIEW Haryana India**

2 1.0 OBJECTIVE After going through this lesson, you will be able to- Discuss the sales, sales management and related concepts. Explain the structure and objectives of a sales organisation. [http://az7.co/SALES\\_MANAGEMENT\\_\\_AN\\_OVERVIEW-Haryana\\_\\_India\\_.pdf](http://az7.co/SALES_MANAGEMENT__AN_OVERVIEW-Haryana__India_.pdf)

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Keith spent his first years in the recruiting business helping employers find top performing sales executives and then worked his way up through the ranks, becoming a manager of marketing and an expert on B2B sales and hiring matters.

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