High-Impact Sales Strategy
Past Participant Profile

Top Five Countries

- United States: 61%
- India: 7%
- Mexico: 4%
- Indonesia: 3%
- Canada: 3%

Top Five Industries

- Manufacturing: 37%
- Services: 34%
- Transportation: 12%
- Finance: 10%
- Retail Trade: 3%

Top Five Job Functions

- Sales: 53%
- General Management: 14%
- Business Development: 8%
- Marketing: 6%
- Strategic Planning: 4%

Management Levels

- Top: 27%
- Senior: 47%
- Middle: 25%

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