Maximizing Sales Force Performance

Past Participant Profile

Top Five Countries
- United States: 66%
- Brazil: 6%
- Mexico: 3%
- Germany: 3%
- Ecuador: 2%

North America: 72%
South America: 10%
Europe: 9%
Asia: 3%
Africa: 1%
Australia: 2%

Top Five Industries
- Manufacturing: 40%
- Services: 22%
- Finance: 12%
- Agriculture: 6%
- Construction: 5%

Top Five Job Functions
- Sales: 63%
- Business Development: 8%
- General Management: 6%
- Marketing: 6%
- Strategic Planning: 3%

Management Levels
- Top: 20%
- Senior: 52%
- Middle: 24%

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