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Denn als Sales Manager sind Sie nicht nur verantwortlich dafür, ein vertrauensvolles und motivierendes Arbeitsumfeld zu schaffen. Sie sollten auch die Voraussetzungen dafür schaffen, dass kontinuierlich positive Ergebnisse erzielt werden können.

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Accomplished sales leaders strive to ensure that the workplace is engaging. The relationship between managers and their team members is one of the primary indicators of employee engagement and team success. When managers take an active and supporting role in goal setting and in team members accountability, people on the team feel they can make a difference and are more engaged in achieving results.

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