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Sales Operations Planning Results: Find, Measure, and Manage Results Throughout Your Supply Chain

By Eric Tinker

Pace Publishing Company, United States, 2015. Paperback.
Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****. Sales Operations Planning RESULTS is a concise summary written for those who want improved results from this cross-functional, planning and decision making leadership process. The author presents specific ideas for cost savings and financial benefits throughout the supply chain, as well as techniques for implementing a system to track and manage results at working through executive levels. The book describes how Sales Operations Planning can be used as the platform for continuous improvement that aligns leaders to manage trade-offs and achieve quantifiable performance improvement associated with a focused improvement initiative, or on-going use of key performance indicators. The book is based on the author's experience over the last 20 years working as a management consultant on large, complex initiatives with global corporations and provides specific details for those that are hands-on, as well as the bigger picture items to consider for those in leadership roles. The book offers case examples, several tools and formats, as well as a download link to sample templates.



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