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Communication Nation with Jill Schiefelbein Archives Available July 09th 2013: Communication and Managing a Sales Team

Everything you do in business comes down to sales. Whether you're selling a product or service, selling yourself as a manager, understanding a sales environment is crucial. Our special guest, Shawn McClain, knows all about managing sales teams! As the Southwest Regional Sales Manager for Safelite AutoGlass, Shawn not only has to understand sales from a product perspective, but from a people orientation as well. On today's episode Shawn will talk to us about managing a sales team, and from his experiences you'll be able to get a better understand

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Featured Guest



Shawn McClain

Shawn McClain is a regional sales manager at Safelite AutoGlass®, the largest provider of vehicle glass repair and replacement services in the U.S. He is responsible for leading a sales team of 13 people throughout the southwest, including Arizona, New Mexico and west Texas. Shawn has been with Safelite AutoGlass® for seven years, and has worked in a variety of positions ranging from group warehouse manager to general manager. Before joining Safelite AutoGlass®, Shawn worked for Home Depot for five years in various district level management roles. Previously, Shawn served seven years in the Military, including four years in the diving and salvage Navy (for which he earned five m

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