



DoubleDigit Sales Paper Reveals a New Sales Reality for Asset Management Wholesalers

NEW YORK, NY, USA, October 12, 2017 /EINPresswire.com/ -- A paper released by [DoubleDigit Sales](#) shows that the entire Asset Management industry is shifting dramatically.

After decades of exceptional returns – with operating margins pushing 40% – several trends now challenge Asset Managers.

DoubleDigit Sales points to 5 specific trends that are creating this disruption, one threat being the increasing competition from non-traditional entrants.

"Automated online Financial Advisers will manage about \$2.2 trillion in assets by 2020. This is 10 times the amount of their current assets under management," the paper reads.

With their paper, DoubleDigit Sales asks the question: As these trends continue to pressure the Asset Management industry, how can firms navigate these shifts and sustain operating margin levels?

Their answer might surprise you.

Sales teams have their work cut out for them, says DoubleDigit Sales. "Wholesalers need to bring differentiated value because at the end of the day, they only sell themselves and their ideas... Impeccable persuasion and sales skills are table stakes, and salespeople now also need investment knowledge on par with the portfolio management team."

The paper illustrates how the importance of building a top tier sales force is critical to staying ahead of these important industry changes.

[Click here](#) to access The New Sales Reality for [Asset Management Wholesalers paper](#).

About DoubleDigit Sales

DoubleDigit Sales is a top 20 sales training firm helping salespeople, sales managers and executives perform significantly better to achieve double digit growth. Drawing on their extensive library of proven content and tools, they leverage a streamlined design process to deliver customized and exceptional learning experiences that change behaviors and drive improved sales results.

Go to DoubleDigit-Sales.com to learn more.

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