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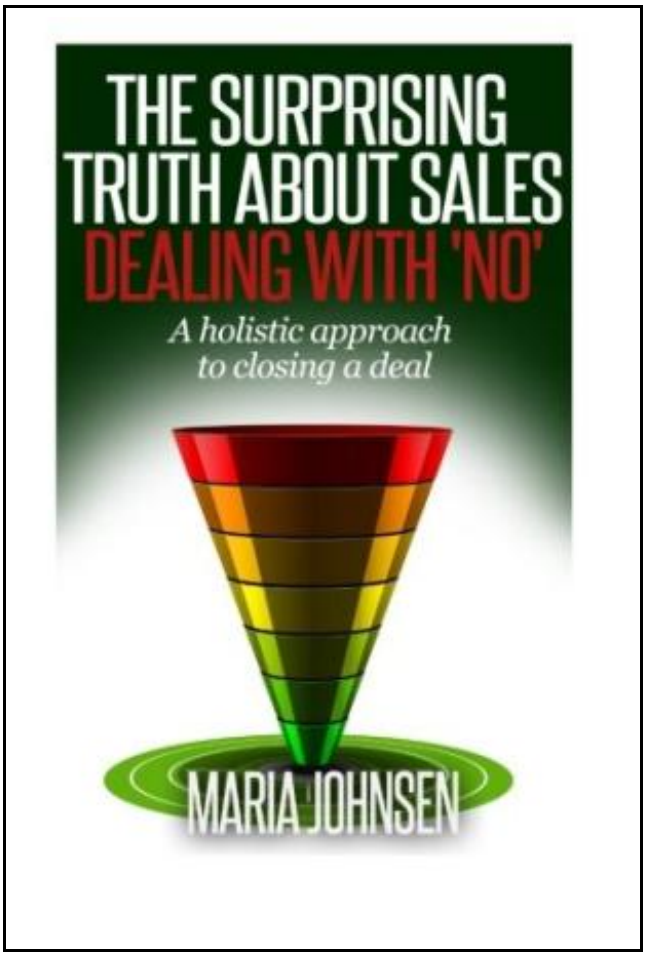

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Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.The Surprising Truth About SalesDealing with NoA Holistic Approach to Closing a Deal Selling takes a lot of persistence, resilience, and dedication. It also takes a drive and determination, but when individuals actually breakthrough in selling; they will have learned one of the most lucrative professions known to man. Thus, it truly pays to prepare your sales team in landing new sales; it is beneficial to you and your team alike. It is equally important to teach, train, and learn; all of which will tend to keep a team together longer and in some cases it may take some time before people have their breakthrough so, it is significant to show true and genuine support.The biggest challenges in sales is collecting and sorting through the mounds of tips and other good advice that are so common in sales know-how. My advice within this book is about what worked and works for me in various components of sales. This book gives a new twist on how to view the sales process, building up momentum one step at a time.The aim of writing this book is to provide supporting and opposing arguments related to sales operation, processes, and tasks within the organizations and agencies. The content within this book is based upon one s research; work in operational sales such as cold calling, business development, inside and outside sales in Europe and North America. You will read methods and strategies in online and off line sales.Great salespeople spend time helping prospects genuinely understand how a specific solution works for them. One will discuss about what works along with challenges in sales. Solution You will read tried and true strategies and...

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