



Secrets of Top-Performing Salespeople (Paperback)

By Edward R Delgaizo, Seleste Lunsford, Mark Marone

McGraw-Hill Education - Europe, United States, 2003. Paperback. Condition: New. 2nd edition. Language: English . Brand New Book. This is a no-nonsense coursebook on the rules of effective selling, from the top ten-percenters who profit from those rules every day. In study after study, top sales professionals demonstrate the ability to step outside of their own skins and view each contact through the eyes of their customers. They also reveal, to a person, how they must continuously work and learn to maintain their competitive edge! Secrets of Top-Performing Salespeople features well-researched, market-proven strategies you can use to hit the top of your organization's sales charts by understanding today's tools of technology, seamlessly addressing customer indifference and objections, and relentlessly focusing on the needs of your customer - in every way, at every level, and at each critical contact point. If you've been grappling with how to boost the effectiveness of your sales team, Secrets of Top-Performing Salespeople will help you evaluate where in the sales process you need to focus your attention for maximum sales results - Sharon M. Daniels, President and CEO Communispond. Every chapter contains nuggets of sales wisdom distilled down to their essence - what...



[READ ONLINE](#)
[2.91 MB]

Reviews

If you need to adding benefit, a must buy book. This really is for all who statte that there had not been a well worth reading. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- Claud Bernhard

It is an remarkable pdf which i have ever go through. Of course, it can be play, nonetheless an interesting and amazing literature. I realized this pdf from my dad and i suggested this book to discover.

-- Dr. Gerda Bergnaum