



Sell More and Have Your Customers Love You for It: Harnessing the Power of Analytics and Sales Technologies (Paperback)

By Gail La Grouw

Createspace Independent Publishing Platform, United States, 2009. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Gail La Grouw introduces a powerful formula for selling in the Internet driven world. SELL MORE is about selling better, more profitably, and with less stress than ever before. SELL MORE gets you ahead of the competition by harnessing the power of analytics, CRM and sales automation in a way that will become the most competitive element underpinning the strategic success of business in the future. This book challenges outdated selling models and shows you how to build stronger sales teams and stronger relationships with your customers - so much so, they love you for it. SELL MORE delves into every facet of selling - sales strategy - sales team recruitment - territory management - quota and incentive management - lead generation and selection - building the value proposition - managing the sales pipeline - sales campaigns - sales performance management - unified sales and marketing. This is the one sales book your sales team prays you will read, and prays your competition doesn't!



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Reviews

This publication is amazing. It is definitely basic but shocks in the fifty percent of your publication. You wont feel monotony at anytime of your own time (that's what catalogues are for concerning if you question me).

-- Prof. Kirk Cruickshank DDS

This kind of book is every little thing and taught me to looking ahead of time and a lot more. I am quite late in start reading this one, but better then never. I found out this book from my dad and i encouraged this pdf to find out.

-- Justus Hettinger