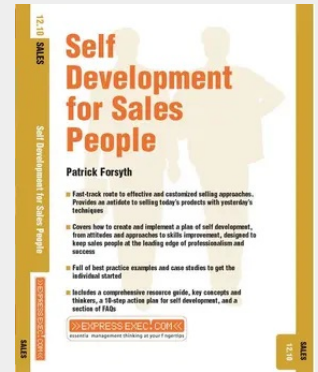


Self Development for Sales People

The sales function is the front-line of any business. Keeping up with the latest sales techniques is essential, as well as ensuring you have a motivated, incentivised and focused sales team well-versed in the basics of selling, from identifying new prospects and getting repeat business to closing the deal. This module gives essential insight into all the key sales drivers such as account management, handling complex sales, selling services, FMCG selling, customer relationships and self-development for sales people.

* Fast-track route to effective and customized selling approaches. Provides an antidote to selling today's products with yesterday's techniques * Covers how to create and implement a plan of self development, from attitudes and approaches to skills improvement, designed to keep sales people at the leading edge of professionalism and success * Full of best practice examples and case studies to get the individual started * Includes a comprehensive resource guide, key concepts and thinkers, a 10-step action plan for self development, and a section of FAQs



8,50 €

7,94 € (zzgl. MwSt.)

Nicht mehr lieferbar

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