

VENDEDOR NINJA

**12 CLAVES MAESTRAS Y 4 PASOS PROBADOS
PARA ATRAER CLIENTES Y AUMENTAR TUS VENTAS CON
TÁCTICAS NINJA DE ALTO IMPACTO**

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Vendedor Maestras Probados Clientes Aumentar

Federico Ríos "Fox"



Vendedor Maestras Probados Clientes Aumentar:

Vendedor Ninja. 12 claves maestras y 4 pasos probados para atraer clientes y aumentar tus ventas con tácticas ninja de alto impacto Josué Gadea, 2015-12-15 Eres vendedor autónomo gerente de empresa y no sabes qué hacer para conseguir clientes Eres un nuevo empresario y no sabes cómo hacer tus primeros clientes Si esta es tu situación tienes oro delante de tus ojos porque el consultor de marketing y ventas Josu Gadea ha reunido para ti las estrategias y claves más importantes y rentables después de haber asesorado a más de 1000 empresarios en los últimos años Este libro te ayudará en dos sentidos por un lado en conseguir que adoptes lo más importante para vender actitud Por otro lado te dará una serie de estrategias concretas contadas paso a paso para convertir tus acciones en clientes y tus clientes en ingresos Y estas son algunas de las que aprenderás Aprenderás cuál es el secreto de las empresas que aunque sin ser las más baratas venden más que nadie Conocerás cómo hago yo para diferenciarme de la competencia de manera fácil sin tener que inventar nada Aprenderás a identificar a tu potencial cliente para poder elaborar tus mejores argumentos de venta Te enseñaré a redactar cartas de venta de impacto máximo vendedoras Descubrirás qué tienes que vender realmente para que el precio no sea importante para tu cliente Verás cómo construir un marketing efectivo que atrae la mirada de miles de potenciales clientes Aprenderás a destapar beneficios ocultos siendo capaz de ingresar un 5 10 o 35% adicional y que tus clientes te lo quieran pagar Te enseñaré cómo hacer un sistema de trabajo y por qué no debes centrarte nunca más en vender Aprenderás los 4 pasos probados para vender Además el libro cuenta con material complementario adicional en video que podrás descargar una vez tengas el libro *Vendedor Ninja, 12 Claves Maestras y 4 Pasos Probados Para Atraer Clientes y Aumentar Tus Ventas Con Tácticas Ninja de Alto Impacto* Josue Gadea, 2015-12-05 El libro para los que necesitan vender más y triunfar en ventas Hola me llamo Josue Gadea y no siempre fui el consultor de marketing y ventas formador y conferenciante de éxito que soy hoy en día Ni mucho menos Aun recuerdo aquellas primeras veces que salía a buscar clientes Recuerdo que no sabía ni por dónde empezar dónde buscar posibles clientes Cuando llamaba por teléfono a alguien no sabía cómo captar su atención Y mucho menos cuando visitaba a alguien No sabía que patrón Mi trabajo consistía en vomitar la información de mi producto y esperar a que el prospecto dijera sí o no Y para mi desgracia la mayoría de veces decía no Te suenan estas situaciones Sin embargo 14 años después puedo decir que vendo y hago clientes constantemente porque he aprendido algunas cosas que te muestro en este libro Lo que me ha hecho tener éxito ha sido Dejar de salir a vender para salir a servir Dejar de pedir para empezar a dar Comunicar con las palabras exactas que captan la atención del prospecto Trabajar de manera sistemática y por supuesto Practicar practicar y practicar Quieres que te enseñe lo que yo hago para vender servicios de alto valor cuyo rango de precios va desde los 300 a los 7 000 En este libro te llevas contenido 100% práctico orientado a conseguir resultados Concretamente esto es lo que te llevas Aprenderás a vender tus servicios a 40 100 o 300 la hora y que tu cliente esté dispuesto a pagarlo Aprenderás por qué no tienes que copiar a la competencia y qué hacer para diferenciarte de ella Aprenderás a comunicar razones irresistibles y

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