

The Technology *Sales*person's Handbook

114 World Proven
Lessons and Tactics

Ken Wax

The Technology Salespersons Handbook 114 World Proven Lessons And Tactics

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The Technology Salespersons Handbook 114 World Proven Lessons And Tactics:

The Technology Salesperson's Handbook Ken Wax, 2011-01-01 In over 100 practical and tactical short chapters this complete guide has a wealth of immediately useful ideas and tactics for every technology salesperson These include Words That Work real world examples that you can put to work for you immediately Beginning with Customer Vision and why selling has changed to tactics for reaching unreachable prospects and handling the most challenging selling situations you will benefit from insights and world proven techniques for becoming an even more successful sales professional

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