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Trench Warfare Winning Mindshare Channel

Brad Burgess



Trench Warfare Winning Mindshare Channel:

Trench Warfare Brad Burgess, 2015-12-09 If you saw success staring you in the face would you be able to recognize it In today's world of complex solutions based selling and ever increasing customer expectations comes Trench Warfare Written by a twenty year veteran of the sales world for salespeople looking to develop new markets for their company's high dollar niche and or otherwise disruptive technology Trench Warfare takes the long view seeking to simplify the often complicated nature of working with channel partners by planning from the bottom up In Trench Warfare Brad Burgess provides a glimpse into the real nuts and bolts world of sales and channel management Charlie Armiger V P Sales and Program Development Speedinfo Inc Filled with thoughtful often humorous real world examples Trench Warfare details the strategies needed for managing the channel partner relationship gaining confidence and increasing sales including capturing that all important resource Mindshare setting S M A R T goals overcoming objections and delay tactics assigning and tracking responsibilities building strong lasting relationships accountability the measure of success Despite having spent almost my entire career developing the sales processes outlined in this book I still spend time nearly every day thinking and reflecting on ways I could improve I'm still learning and growing as a salesperson but I have developed some helpful strategies that are worth sharing This is the kind of book I wish had been around when I first started out in channel sales Brad Burgess author www.themindsharemanager.com *Dealerscope Consumer Electronics Marketplace*, 1999

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