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(Ms. Vernie Stracke)

A SELLER? ME? : SALES MANUAL FOR ENTREPRENEURS (PAPERBACK)



Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. A Seller? Me? - A Sales Manual for Entrepreneurs gathers interesting advice and tips to assist you, as an entrepreneur, on properly managing the sales area of your businesses and projects, so that it can become a profitable one and not a reason for you to be concerned, worried or simply lagging behind competitors. To further deepen your sales training, if you already have it, or soaking up the fundamental concepts that I have outlined for you in this book (if you have some previous training), could only add a positive value to your professional and personal performance, regardless of what specific area you are in charge of within your project. Having the ability to communicate your ideas to others in a convincing manner, with strong arguments and good intentions, also having the habit of following up on your tasks to ensure the achievement of the best results, are all skills that allow you to be a better leader, a better boss and a better entrepreneur, in every place and time. Always remember that selling is the activity that gives life to any project or venture, and learning how to sell and how to manage the sales area of your business will be a skill that will allow you to always achieve the best performance, both your own personal performance as well as that of the sales team you have hired for your business, if you only need to act as the supervisor. Throughout the pages of this book we will talk about the things you should know about sales and why.

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