



Combat Selling: Battle Strategies for Sales Leaders

By Dale Millar

Wheatmark, United States, 2014. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.Successful salespeople have a lot in common with great soldiers. They re courageous, they re full of initiative and self-belief, and they possess a refuse-to-lose attitude under intense pressure. While the people on your team don t need military experience to deliver stellar results, you can help them reach their highest potential by applying the principles of combat training to the sales environment. Combat Selling will teach you proven techniques such as: Offensive action. Continually create and build momentum to field opportunities, win new customers, and defeat your rivals. Concentrating resources. Position your teams among the most lucrative and qualified buyers. Competitive readiness. Give your teams the weapons they need to triumph in a tough marketplace. Unity of command. Make sure your command structure leaves no room for confusion, with individuals at all levels understanding who has authority over what. Economy of effort. Win battles intelligently by making the best use of the people you ve got. Your leadership is critical to the success of your sales team. If you want to win more accounts and thrive in...



READ ONLINE
[7.45 MB]

Reviews

Merely no words and phrases to spell out. It is actually written in basic words and phrases instead of difficult to understand. Your way of life span will probably be enhance as soon as you complete reading this article ebook.

-- **Lauren Quitzon**

Unquestionably, this is the greatest operate by any article writer. I could comprehended everything out of this written e ebook. Your way of life span will be transform as soon as you total reading this book.

-- **Andy Erdman**

See Also



Bullies Don t Bother Me: Biblical Conflict Resolution Strategies for Kids

Createspace, United States, 2015. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.Bullies are noisy, bossy, rude, threatening, or annoying people that lack courage and respect for themselves and others. They hurt...



13 Things Rich People Won t Tell You: 325+ Tried-And-True Secrets to Building Your Fortune No Matter What Your Salary (Hardback)

Reader s Digest Association, United States, 2013. Hardback. Book Condition: New. 231 x 160 mm. Language: English . Brand New Book. Did you read about the janitor who donated million dollars to his local library? Do you ever watch in amazement...



If I Have to Tell You One More Time: the Revolutionary Program That Gets Your Kids to Listen without Nagging, Reminding or Yelling

Tarcher/Putnam,US, United States, 2012. Paperback. Book Condition: New. 206 x 137 mm. Language: English . Brand New Book. The Revolutionary Program That Gets Your Kids To Listen Without Nagging, Reminding, or Yelling Why does it feel sometimes as if our children have...



The Mystery of God s Evidence They Don t Want You to Know of

Createspace, United States, 2012. Paperback. Book Condition: New. 276 x 214 mm. Language: English . Brand New Book ***** Print on Demand *****.Save children s lives learn the discovery of God Can we discover God? What does science prove?Why we were never...



You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most

Sourcebooks, Inc. Paperback / softback. Book Condition: new. BRAND NEW, You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most, Patricia Hermes, Thirteen-year-old Sarah Morrow doesn't think much of the fact that her mother winced a little...



Your Pregnancy for the Father to Be Everything You Need to Know about Pregnancy Childbirth and Getting Ready for Your New Baby by Judith Schuler and Glade B Curtis 2003 Paperback

Book Condition: Brand New. Book Condition: Brand New.