



Business Sales: A Beginners Guide for Sales Reps, Start-up Businesses, and Location Independant Entrepreneurs

Ray Vernoff, George Daley

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A Beginners Guide for Sales Reps, Start-up Businesses, and Location Independent Entrepreneurs. A must read for any aspiring sales rep, or start-up entrepreneur! Ray Vernoff and George Daley go into great depth and detail SIX of the key principals of Business Sales; Including: Developing your Product Knowledge Building Your Client Relationships Present, Secure and Support Sales Solutions Implementing Customer Service Strategies Sales Prospecting And Developing a Sales Plan Take action now and further your sales career with this book containing 30+ years of sales knowledge from two U.S veterans of the sales world.

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