



Secrets of Top-Performing Salespeople

By Edward Delgaizo

McGraw-Hill. Paperback. Book Condition: New. Paperback. 172 pages. Dimensions: 8.3in. x 5.4in. x 0.6in. How today's top sales pros consistently connect with--and close--their best, most lucrative customers. Sales pros often focus too much on operational details and forget that the secret to selling is developing strong customer relationships. *Secrets of Top-Performing Salespeople* reiterates that the customer is key and provides customer-based lessons and techniques based on up-to-date studies and examples from hundreds of exceptional salespeople. This dynamic book reveals how average salespeople become exceptional by being responsive to and focused on the customer, both behaviorally and organizationally. Profitable solutions are offered on: Team selling, Competitive selling, Account management, Use of new technologies. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



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