



Whale Hunting: How to Land Big Sales and Transform Your Company

By Tom Searcy

Audible Studios on Brilliance, 2016. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. Using the ancient Inuit whale hunt as a metaphor for big sales, Whale Hunting gives you a clear nine-phase model for successfully finding, landing, and harvesting whale-sized sales accounts the kind of sales that transform your business. Here, you ll learn how to turn the dangerous endeavor of selling to large companies and big contracts into a strategy for continued success and growth. Stop wasting time with little accounts and start landing monster accounts.



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