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## Sales: Sales 101 - Sales Techniques for Beginners - Sales 101 - How to Sell Anything - Sales Training - Selling (Paperback)

By Aidin Safavi

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.What Should you Learn to be successful in sales? What are the most important skills? How can you improve your knowledge in this area? Selling is a wonderful profession when approached ethically, constructively and helpfully. Happily much sales development theory takes this positive direction. The origins of the word sell provide a useful reminder of its purest meaning. Selling is a wide subject, covering many selling methods, sales theories, models and sales training methods. Successful selling requires that the product or service is of suitable quality for its target market, and that the selling company takes good care of its customers. Therefore it s helpful for the sale person (or anyone else in business for that matter) to work for a professional, good quality organization. Product development, design and production, service delivery, and the integrity of the selling company s organization are also necessary for successful selling, and typically are outside the formal control of the sales person, hence why internal selling is an increasingly important aspect of the modern sales role. Effective sales people are interpreters and...



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