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Successful Selling in a Week: How to Excel in Sales in Seven Simple Steps

By Christine Harvey

Hodder & Stoughton General Division. Paperback. Book Condition: new. BRAND NEW, Successful Selling in a Week: How to Excel in Sales in Seven Simple Steps, Christine Harvey, Selling just got easier Good salespeople are in great demand. Sales skills are essential in starting any business, and successful selling brings with it career progression, satisfaction and personal growth that are second to none. With this book, you'll learn all the components necessary to become not just a good but a great salesperson. Whether you're new to sales, and want to start out with a bang, or a veteran salesperson who wants to maximize results, Successful Selling In A Week will be a huge asset to you now and in years to come. You'll learn ways to increase the effectiveness of your efforts, save time and energy and get the best results possible, regardless of your field of sales. You'll be able to put together your own system of success, just like the people before you from whom these principles are drawn. Successful selling means using a structured set of systems that all professional high achievers can learn. We will look at each of these steps one day at a time. You...



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