



How to Boom B2B Sales

By Carmit Yadin

Archway Publishing, United States, 2015. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****. This book provides useful information in a clear and elegant form. Highly recommend to anyone looking for ways to develop and improve sales skills. A. Migdal an Author and Entrepreneur I find this book very refreshing and well written. It has great approaches and proper key point for sales people to use on a day to day sales activities. M. Lovovsky, Sales Leader and Executive. Carmit Yadin does a great job of capturing practices that work and practices that don t in the real world. C.Jones. Founder and CEO The best salespeople in the corporate and B2B worlds share similar qualities and skills, and if you want to join them, you ll need to study their methods. That s not always easy in the cutthroat world of sales, where competition between companies and within organizations complicates the process. Fortunately, this guidebook-the first one in the How to Boom series-helps you cultivate the right relationships with the right people. Carmit Yadin, a veteran marketer who has worked primarily with multinational companies, delivers practical tools and advice to...



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