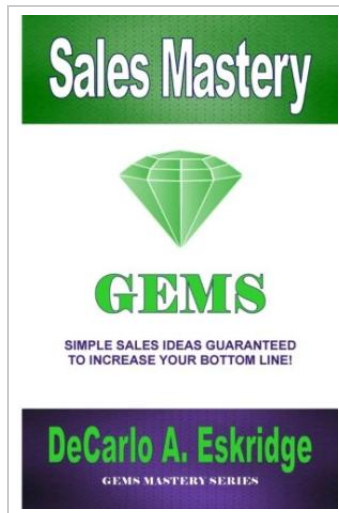




Sales Mastery: Simple Sales Ideas Guaranteed to Increase Your Bottom Line (Paperback)

By DeCarlo A Eskridge

Createspace Independent Publishing Platform, United States, 2012. Paperback. Condition: New. Large Print. Language: English . Brand New Book ***** Print on Demand *****.Are great salespeople born or are they made great? Can anyone learn to be a more effective salesperson? The truth is you do not need 20 years of experience, formal training, or a degree from an Ivy League University to be a more effective salesperson. Ask any qualified sales manager with more than a few years experience, if they have ever known a salesperson with no natural talents who succeeded wildly, simply because they were disciplined, focused, and relentless. No doubt, they will have names and stories. We are all in the business of selling. You are selling anytime you try to influence someone's actions or thoughts. Top-notch salespeople understand in order to succeed in sales; they are responsible for developing the skills needed for sales mastery. In this book, you will discover timeless gems (quotes) from some of the world's most influential sales leaders. Leaders and innovators, who have turned their values into action and, in the process, changed the way the world does business. Sales Mastery should be must reading for everyone in the...



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