



Handful of Stars Sales Mantras for Winners

By Mr. Anshuman Sharma

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 110 pages. Dimensions: 9.0in. x 6.0in. x 0.2in. Selling is a game of skills. A sales-person needs to do all right things to finally close the sale. Though sales team is supported by whole organization including teams from marketing, customer support and operations but they take the responsibility of company's revenues. The difference between a successful and unsuccessful sales-person is more related to the selling skills rather than the support he received from the company. This is also true that the product and service to be sold has to be good enough to be accepted in the market, as a faulty product or a substandard service cannot be saved even by the best sales-person of the world. A good sales-person is committed to sales and enjoys the process of sales. She improves herself consistently to be better every day by building better relationships and closing more sales. She meets her sales targets and asks for more. She is liked and trusted by organizations, customers and has a high percentage of repeat sales. She has the amazing ability of understating the customer's requirements and satisfying them with required...



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