

A Doer Seller s Guide for Being Successful at Sales (Paperback)

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Reviews

Completely among the finest book I have actually read through. It is probably the most remarkable book we have study. I discovered this book from my dad and i suggested this book to learn. (Georgiana Pacocha)

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A DOER SELLER S GUIDE FOR BEING SUCCESSFUL AT SALES (PAPERBACK)



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Createspace, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. A Doer Seller is an individual within any vertical market in any size company who is expected to deliver a quality product or service or is expected to manage a group of people or manage a business practice and, at the same time, is expected to deliver the revenue dollars associated with a sales goal or quota in a timely manner, along with their other responsibilities. This is also true for the entrepreneurs of the world who start a new business as a one-man show, and for architects, engineers, lawyers, and accountants. A person s formal job title is not a key indicator of the Doer Seller role. The role thrives in the background, below the surface, and is an engine that sustains and drives ongoing revenue streams. A Doer Seller s Guide for Being Successful at Sales is written specifically for this audience, and for the people who must successfully manage the Doer Seller role. The goal of the book is to create a discipline that enhances success and to identify the steps that work most effectively in reducing the stress associated with the Doer Seller role. After reading the book, you will be able to identify at least five to seven good ideas that will work for you. Implement those ideas immediately without hesitation.

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