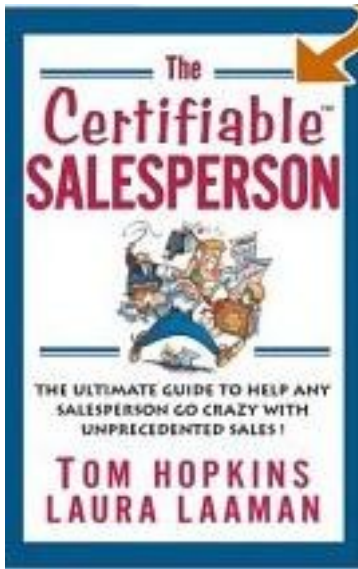


# The Certifiable Salesperson



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"If you are a salesperson, you will find yourself in this book.

Treat it like your roadmap to success and you will be a professional salesperson."

–Willis Turner, CSE President, Sales & Marketing

Executives International, Inc.

"This action-oriented book covers the best practices of top sales performers in all critical areas. The lessons are easy to learn and they will help you forge more rewarding customer relationships, a higher income, and a richer career satisfaction. A must-read for any salesperson who wants to improve and reach the next level of success."

–Gerhard Gschwandtner, Founder and Publisher

Selling Power magazine

"As a professor teaching MBA students for twenty years, I encourage everyone in management to make this required reading for their sales teams."

–Dr. Michael Russell, Chairman of the Marketing Dept.

St. Bonaventure University

"Each page is full of ideas for instant sales and commissions!"

–Anthony Parinello, author of Secrets of VITO: Think and Sell Like a CEO

Book Info

Action-oriented book covers the best practices of top sales performers in all critical areas. The lessons are easy to learn and they will help you forge more rewarding customer relationships, a higher income, and a richer career satisfaction. A must-read for any salesperson who wants to improve and reach the next level of success.

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