



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

organization's customers and has 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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