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Touchdown: #1 Salesperson (Paperback)

By D N Chadha

Createspace, United States, 2010. Paperback. Book Condition: New. 203 x 133 mm. Language: English . Brand New Book ***** Print on Demand *****.An Interactive, Practical, and Stunning 21st century book on Selling Eight Key Factors to Score a Touchdown by Practicing Fundamentals of Selling Master Product Knowledge Recognize Customer Needs Practice Selling Skills Execute Marketing Plans Game Plan to Score a Touchdown in Selling Sales Mantra Fifteen Touchdowns Platinum Rules Six Ways to Sell During Tough Economic Times Selling is like professional sports as it is based on performance. Twelve Examples similar to Football have been cited in the book. Achieve Sales Goals and Improve Revenues I shall recommend Touchdown: Eight Key Factors to Successful Selling to my Entrepreneurship students at Suffolk University for practical suggested reading as they prepare to launch their business ventures. I am sure that they will benefit substantially. Sushil Bhatia PhD, MBA, Professor Executive in Residence, Sawyer Business School, Suffolk University, Boston, MA Listen to the Voice of Experience D.N. Chadha, B.A., M.A., shares his knowledge, expertise, and experience in direct sales and sales management over a period of 30 years in both established and start-up companies. He has successfully executed the eight key factors he recommends...



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