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Making It In High Tech Sales

Ira S. Kalb



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E-Marketing K & A Press, 2002 *Low-Tech Guy in a High-Tech World* Stephen Rubbico, 2019-12-10 It's no secret that Corporate America continuously experiences change. Everything from company values to the technology and processes that sales teams use are at risk to undergo rapid changes. Unfortunately for today's businesses, they have strayed from the basics that once made companies great: things like relationship building, accountability, and customer service. Companies have transitioned from being revenue driven to cost driven, and now to data and data analytics driven. An obsession with data has allowed executives and managers to lose sight of the big picture: long-term customer success and loyalty, and focus on minute details that are easy to correct and control but might not impact overall sales and success. This has made it increasingly difficult for companies to establish brand awareness and maintain any kind of growth and sustainability. *Low Tech Guy in a High Tech World* Managing People Sales and Business in Today's Corporate Environment stresses the back-to-basics approach in management that enabled companies to grow in the past and emphasizes how badly we need it in today's corporate climate. Using his experience as a sales management leader for over 30 years, author Stephen Rubbico takes an insightful look at current business practices. This book is a must-read for managers of all levels and experience, not to mention key executives at companies who are intent on not only surviving Corporate America but on thriving. Make Sales Without Manipulation Or Stress: Authentic Messaging That Attracts Naturally Sybex Books, 2025-06-23 You don't have to become someone else to make money. *Make Sales Without Manipulation Or Stress* is your clear and grounded guide to building a sales system rooted in integrity, clarity, and emotional alignment. No pressure. No gimmicks. Just results that feel clean. Selling gets a bad name because most people have only seen it done poorly: aggressive scripts, fake scarcity, pushy tactics. But real sales? The kind that creates loyal clients and long-term growth? That's built on connection and clarity. *Craft* offers that: speak directly to real needs. Communicate benefits without overpromising. Invite buyers into your world with confidence, not desperation. Learn to lead sales conversations with transparency, create content that builds trust, and structure offers in a way that buyers feel grateful for the chance to say yes. This is for the creator, coach, or consultant who wants to grow a business that reflects their values, not override them. Sales should feel like service, not pressure. And when you speak from your center, the right people hear it. Your integrity is an asset, not a liability. And when you stop trying to convince and start connecting, selling becomes simple. Let it be that way. Let it be you. **The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management** Hossein Bidgoli, 2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new technologies. Although more than thirty U.S. universities offer PhD programs in the subject, there has never been a single comprehensive resource dedicated to technology management. *The Handbook of Technology Management* fills that gap with

coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners *Self Development for Sales People* Patrick Forsyth,2004-01-16 The sales function is the front line of any business Keeping up with the latest sales techniques is essential as well as ensuring you have a motivated incentivised and focused sales team well versed in the basics of selling from identifying new prospects and getting repeat business to closing the deal This module gives essential insight into all the key sales drivers such as account management handling complex sales selling services FMCG selling customer relationships and self development for sales people **Successful Marketing Strategy for High-tech Firms** Eric Viardot,2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive **Management of Technology** Hans J. Thamhain,2015-05-14 vorgestellt werden die modernsten Managementkonzepte Hilfsmittel und Methoden die auch in technologieintensiven Unternehmensbereichen einwandfrei funktionieren Schwerpunkte liegen auf Proze integration Managementwerkzeugen und Personalentwicklung **Make Money Work For You--Instead of You Working for It** William Thomason,2005-10-14 An invaluable primer to the world of investing Money Lessons from a Money Manager speaks directly to the individual who wants to manage their own investment portfolio just like a professional portfolio manager would Written by portfolio manager William Thomason this comprehensive guide provides professional investment advice on how to identify research and ultimately purchase profitable investments The book covers such subjects as fundamental analysis understanding financial statements and financial ratios when to buy and sell portfolio construction and various investment strategies that readers can use to manage their own money just like a professional portfolio manager Easy to read and informative this book is a valuable resource for readers looking to take their first steps in the world of professional portfolio management for themselves *The Emerging High-tech Industry* United States. Congress. House. Committee on Education and the Workforce. Subcommittee on Oversight and Investigations,1998 What Every Engineer Should Know About Starting a High-Tech Business Venture Eric Koester,2009-01-06 Written by an experienced business lawyer in the technology scientific and engineering community this publication is for the engineer with an innovative high tech idea or concept who needs those crucial business insights and strategies to move that idea forward It offers key analysis on how to leave a current employer gain access to technologie **Back on the Career Track** Carol Fishman Cohen,Vivian Steir Rabin,2008-08-18 If you re a stay at home mom considering going back to work these are some of the questions that have likely come to mind Returning to the workforce can be a daunting prospect It requires reigniting old contacts including those with coworkers once your junior marketing yourself strategically and building confidence whether you ve been out of the workforce for two six or fifteen years Carol Fishman Cohen and Vivian Steir Rabin understand because they ve been there As

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Engineering a High-tech Business José Miguel López-Higuera, B. Culshaw, 2008 This book provides actual entrepreneurial stories giving insight into the pitfalls and successes one might find in starting or even continuing with a small high tech business Insights into innovative speculative and largely successful new ventures as experienced by those who went through the process are complemented by comments and observations from others in the field including researchers economists investors regional development agencies technology transfer organizations and universities The book is recommended to entrepreneurs in all high technology disciplines and in particular for students and early career professionals It can be also useful for undergraduate and postgraduate courses in entrepreneurship which many institutions are currently introducing and to those who are interested in how a high tech business might develop

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