

# Steps to Selling to Big Companies



# Selling To Big Companies

**Ian Shanahan**



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[#102-#202](#) George Deeb, 2015-04-18 This is the follow up book from the best selling 101 Startup Lessons An Entrepreneur s Handbook These Startup Lessons 102 202 continue the startup learnings as a comprehensive one stop read for entrepreneurs who want actionable learnings about a wide range of startup and digital related topics from George Deeb a serial entrepreneur and partner at Red Rocket Ventures The book is a startup executive s strategic playbook with how to lessons about business in general sales marketing technology operations human resources finance fund raising and more including many case studies herein We have demystified and synthesized the information an entrepreneur needs to strategize fund develop launch and market their businesses Join the 400 000 readers who have already benefitted from these books freely available and continuously updated on the Red Rocket Blog website **Advertising & Selling Magazine** ,1921

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