

THE SELLING FOX

A circular inset image within the letter 'O' of the word 'FOX'. It depicts a fox with brown fur, wearing a dark suit and a white shirt with a tie. The fox is holding a golden, classical-style mask in its mouth.

A FIELD GUIDE FOR
DYNAMIC SALES PERFORMANCE

JIM HOLDEN

Author of Power Base Selling and World Class Selling

Selling Fox A Field Guide For Dynamic Sales Performance

CO Houle



Selling Fox A Field Guide For Dynamic Sales Performance:

The Selling Fox Jim Holden, 2002-10-16 The Selling Fox ist der Nachfolger zu dem sehr erfolgreichen Titel Power Base Selling vom gleichen Autor Der Band bietet eine Schritt f r Schritt Anleitung wie man seine Vertriebskonkurrenten erfolgreich aus dem Feld schl gt und gibt Tipps wie man Absatzchancen einordnet wie man erkennt an welchen Kunden man dranbleiben sollte wie man Glaubw rdigkeit ausstrahlt und vieles andere mehr Anhand einer F lle von Fallbeispielen Strategien und Taktiken lernen Sie hier wie Sie ihre Konkurrenz durch bessere Ideen ausstechen bertrumpfen und schlie lich ausman vrieren The Selling Fox ist die unverzichtbare Lekt re f r jeden Verk ufer Autor Jim Holden ist Gr nder und President der Holden Corporation ein Unternehmen im Bereich Wettbewerb und Verkaufspolitik das das Power Base Selling Programm erfolgreich eingef hrt hat Zu Holdens Kundenstamm geh ren u a AT T UNISYS Bell Canada Data General und eine Reihe renommierter Unternehmen in aller Welt

Power Base Selling Jim Holden, 1999-03-29 Holden s book is rich with wisdom and sage advice and should be required reading for any salesperson who wants to understand how to merge a sales strategy and a political strategy to win the hearts of their customers Power Base Rodney D Cotton Vice President Sales United States Baxter Healthcare Renal Division Jim Holden s book is for serious salespeople and executives who are focused on winning It provides insights techniques and everyday tools to reach the highest possible level of success The book is most insightful and is a required reading and work tool for enterprise salespeople and executives Grant Evans Vice President Sales and Marketing Identicator Technology The Holden Power Base Selling techniques have provided our sales teams with a common language from which to develop and plan strategies and tactics Colin Latham President and CEO MT T Canada Power Base Selling is essential The book is rich with lessons such as how to avoid being defeated by desperate end games and how to snatch various victories from the jaws of defeat The conclusion is a revealing self test Holden s principles are more applicable today than ever Glenn W Coleman President South Africa Branch Lockheed Martin Overseas Services Corporation

Mastering the World of Selling Eric Taylor, David Riklan, 2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis Franklin Covey Sales

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