

MAKING IT IN


HIGH  
TECH

SALES

**KEN PEDERSEN**

# **Making It In High Tech Sales**

**José Miguel López-Higuera, B. Culshaw**

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the author's name.

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*Making it in High Tech Sales* Ken Pedersen,1989

*Selling High-tech Products and Services* Ira S. Kalb,1991

**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

**E-Marketing** K & A Press,2002

*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

*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

*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

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.

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 Prozessintegration, Managementwerkzeugen und Personalentwicklung.

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 technologies,

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Michael Dalton Johnson,2007-09      *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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into practice Powerful insights on selling that will enable everyone from the aspiring entrepreneur to the experienced sales pro to be more successful Power nuggets ways to add even more power to the practice and become even better Trade Openness and China's Economic Development Miaojie Yu,2019-11-20 With the expansion of globalization international trade has played an increasingly significant role especially for developing countries As the largest developing country China has made a lot of efforts to integrate to the global market since its Open and Reform Policy in 1978 and has become the second largest economy in world So what is the effect of China s trade oriented strategy for the country and the world How did it improve the country s economic development These are some critical questions this book discusses This book utilizes classic Western economic models to examine how China s openness policies have affected the manufacturing upgrading and economic development of the country A large amount of micro level empirical evidence is added to support the conclusion Scholars and students in economics and business will benefit from this book Also it will appeal to readers interested in policy making and Chinese studies *Entrepreneurial Ecosystems in Cities and Regions* Robert Huggins,Fumi Kitagawa,Daniel Prokop,Christina Theodoraki,Piers Thompson,2024-02-18 The concept of entrepreneurial ecosystems has emerged as a means for theorizing and making policy decisions concerning entrepreneurship and economic development within and across cities and regions Entrepreneurial Ecosystems in Cities and Regions assembles original contributions from scholars across the world to provide an in depth analysis of a concept that has the capability to capture a dynamic global economy with entrepreneurial innovation at the crux of its future development It addresses wider issues concerning the evolution of new forms of industrial organisation The book develops an agenda and understanding that aims to build upon the early explosion of interest within academic policy and practice circles by providing new and important insights that contribute to knowledge direct future investigations and to increase the effectiveness of research based policy and practice Entrepreneurial Ecosystems in Cities and Regions builds a framework for establishing a robust and sustainable concept that can help propel an understanding of how cities and regions around the world can use entrepreneurship and innovation as a catalyst for their future economic social and environmental development The volume highlights the need to account for urban and regional contextual factors when determining the strength or otherwise of entrepreneurial ecosystems and illustrates that these factors can lead to the development of entrepreneurial activity of quite a different nature across cities and regions

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