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SMART SELLING ON THE PHONE AND ONLINE: INSIDE SALES THAT GETS RESULTS



Amacom. Paperback. Book Condition: new. BRAND NEW, Smart Selling on the Phone and Online: Inside Sales That Gets Results, Josiane Chriqui Feigon, The world of selling keeps changing, and inside sales professionals are on the front line. More than ever, they need powerful tools to open stronger, build trust faster, handle objections better, and close more sales. Based on the author's "TeleSmart 10 System for Power Selling", "Smart Selling on the Phone and Online" pinpoints the ten skills essential to...

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- Authored by Josiane Chriqui Feigon
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