



Outsell Your Competition: Consultative Selling Strategies for the 21st Century

By Robin Fielder

McGraw-Hill Education - Europe. Paperback. Book Condition: new. BRAND NEW, Outsell Your Competition: Consultative Selling Strategies for the 21st Century, Robin Fielder, "'Outsell Your Competition" is truly packed with sales tips and winning 'how to's'. I immediately ordered 200 copies for my National Sales Management Team. A compulsive read' - Ian Stuart, Director of Network Sales, Lombard. 'This book is an inspiration - as alive and powerful as being face to face with the author himself. If you can't get in front of him, I recommend you get this book in front of you' - Mike Ketley, Senior Director, Yamaha-Kemble Music. 'Comprehensive, visionary, incisive. I counted ten, value-loaded sales lessons in just the first three pages! Peppared with real-life examples that show these ideas really work, Robin has created a 'must have' for every sales professional' - Grant Cullen, Head of Sales Training, Virgin Direct. From the author and presenter of "Close that Sale!", this book is the biggest selling seminar in UK training history! Do you understand the psychology of your customers' buying process? Do you have the Skill to win and the Will to win? Do you know how to find new business? Negotiate? Present? Communicate? Do you know...



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