



Sales From Both Sides Of The Desk

JL Elias



Sales From Both Sides Of The Desk:

Sales from Both Sides of the Desk Thomas Vasko, 2014-12-16 *Sales from Both Sides of the Desk* is a proven successful approach to addressing all facets of the sales process Topics such as why do I want to be in sales through prospecting and account penetration are all covered in this book This book was written with the perspective of a sales rep as well as a buyer Tom Vasko the author has twelve years of purchasing various materials from MRO supplies to negotiating construction contracts He also has spent over twenty five years in various sales and sales management positions in B2B and B2C markets

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