

SALES & RESERVATION REPRESENTATIVE MANUAL



*A GUIDELINE FOR ALL SALES REPRESENTATIVES TO
EFFECTIVELY APPLY SELLING TECHNIQUES & TOOLS IN
ORDER TO ACHIEVE SALES OBJECTIVES AND PROFITABLE
GROWTH.*

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Sales Representative Manual

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The Sales Rep Survival Guide Mike Swedenberg, 2001-05-30 PURPOSE OF THIS BOOK IS SELLING FOR YOU The scope of this book is to provide a practical guide for the day to day operation of a sales representative in a territory This handbook is useful to all salespeople regardless of experience It doesn't matter if you work for a large or small corporation You could be commissioned salaried or self employed This book can help you **The Pharmaceutical Sales Representative**

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