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RAINMAKERS

Sales Brag Book Guide

Robert Uda



Sales Brag Book Guide:

Sales Pro Success Secrets Brian Lambert, Crsp-T Lambert, Eric Kerkhoff, 2006-10-01 This book will arm you with a solid understanding of what professional selling entails. It will explain the various selling environments the way sales teams are organized and provide an explanation of what it takes to succeed. Would a Doctor begin operating on a patient without an understanding of the circulatory system, digestive system or other important definitions of human anatomy? Absolutely not. Just as every profession provides an explanation of what it takes to succeed while providing a common language of understanding, so too should every new salesperson understand what selling is before you begin to learn how to sell. The authors provide a conversational, real world explanation of what selling is while sharing important insights on what helped them succeed as top performing sales representatives at Hewlett Packard and Dun Bradstreet and various other selling environments.

Pharmaceutical Sales Rep Pocket Survival Guide Stephanie Haiba Collier, Rosalind Andry, 2006-10-06 Unlike any Pharmaceutical Sales book found, this guide walks you through the career of a lifetime in Pharmaceutical Sales. We share our many years of Sales Experience in the industry to give you the fundamentals for success from entry to promotion. This pocket guide encompasses more areas of the profession than most guides on the market today to include Interviews, Ride Alongs, Team playing, Administrative Duties, and so much more. Written in a straightforward format, you will definitely be ahead of the game after reading this Pharmaceutical Sales pocket survival guide, which teaches you the most effective way to achieve success. If your goal is to obtain a position as a career pharmaceutical Rep or a position in management in the industry, then this guide is a must have.

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