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Penguin Books Ltd. Paperback. Book Condition: new. BRAND NEW, Agile Selling: Get Up to Speed Quickly in Today's Ever-Changing Sales World, Jill Konrath, Being an agile seller virtually guarantees a prosperous career. When sales people are promoted, switch jobs, or face new business conditions, they need to learn lots of new information and skills quickly. It's a daunting task, compounded by the fact that they're under intense pressure to deliver immediate results. What Jill Konrath calls agile selling is the ability to quickly learn all this new info and then leverage it for maximum impact. Having an agile mindset, one that keeps you going through challenging times, is the crucial starting point. You also need a rapid-learning plan that helps you establish situational credibility with your targeted or existing customers in just thirty days. In Agile Selling, you'll discover numerous strategies to help you become an overnight sales expert, slashing your path to proficiency.



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