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# HOW TO HIRE AND DEVELOP YOUR NEXT TOP PERFORMER: THE QUALITIES THAT MAKE SALESPEOPLE GREAT (HARDBACK)



McGraw-Hill Education - Europe, United States, 2012. Hardback. Book Condition: New. 2nd Revised edition. 231 x 155 mm. Language: English . Brand New Book. The sales management classic-updated for today s competitive business environment Advanced digital technologies, the breakdown of traditional business barriers, and increased customer empowerment have transformed the sales profession. The future now belongs to salespeople who deeply understand, embrace, and take advantage of these unprecedented changes to enhance their relationships with their customers. What does this mean...

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- Authored by Herbert M. Greenberg, Patrick Sweeney
- Released at 2012



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