

# Dual role of the salesperson - selling: a sales-orientated approach.v. a customer-orientated approach.

## The Author) - 7 Different Types of Sales Roles, Explained



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## ROLE OF SALESPERSON

This career is perfect for those who love engaging work and overcoming challenges.

## 5 Different Kinds of Sales Approaches Every Sales Rep Should Know

Web Development ROLE OF SALESPERSON We mentioned in the beginning of this chapter the important contribution of a salesperson to the society and to the organization ,Let us now further elaborate and examine the role that he or she plays or is expected to play in the contemporary market situation the outset it is necessary to note that the salesperson has an obligation to the customer and his organization Hence , we see his role as shown in the figure Diagnostic This involves a salesperson in probing and finding the cause of a problem I look for salespeople who can show an existing portfolio of relationships, understand our product, and are able to articulate its value. The CPSA can help you become a better sales person 2.

## 7 Different Types of Sales Roles, Explained

If you like to go beyond what is asked of you, create real relationships, and are always asking the right questions, then this role may be the right fit.

## 7 Different Types of Sales Roles, Explained

It is more than understanding their concerns from an objective standpoint. They identify the key decision-makers and develop appropriate ways to influence them

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