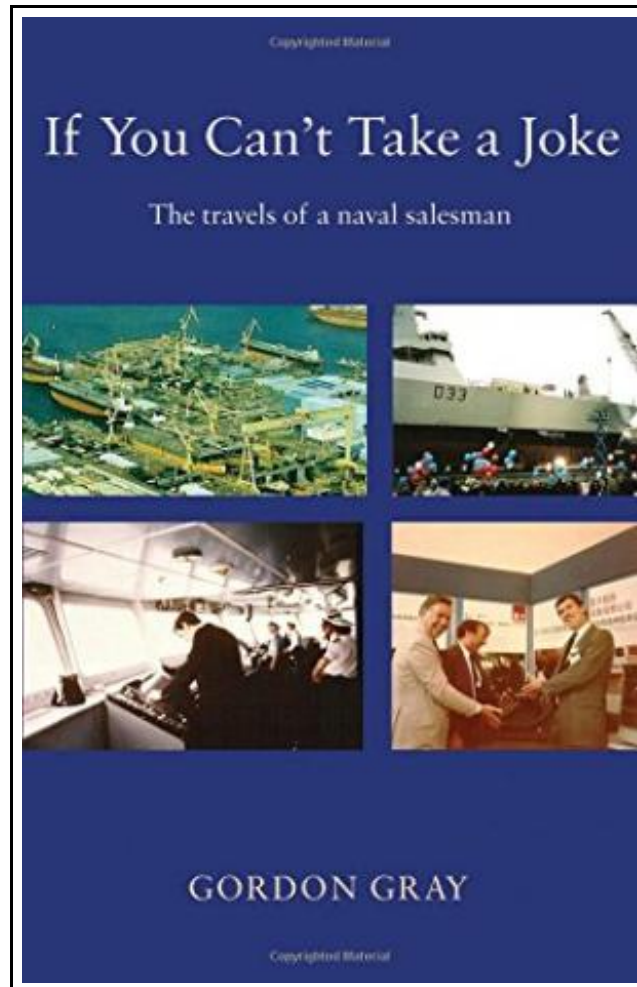


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Troubador Publishing. Paperback. Book Condition: new. BRAND NEW, If You Can't Take a Joke.: The Travels of a Naval Salesman, Gordon Gray, From a 'baby salesman' in the UK marine market, to global success in the naval defence industry, Gordon Gray invites the reader to join him overseas as he recounts the trials and tribulations he faced as a naval salesman. This book describes many of the events and experiences that a salesman, operating in the international naval defence market, will come across in the course of daily life. Amusing incidents, successes and failures all contribute to the lessons Gordon learns as he is exposed to life in the global market. He picks up tips and tricks along the way and becomes accustomed to culture shock. Keen to learn the ropes from the start, Gordon is sent as far as Hong Kong, Malaysia, Thailand, South Korea and the Middle East. Business in the Middle East is very different from that in the Far East and whilst successes are achieved, they are rarely without immense patience and determination, rather than being due to the gift of the gab. From an initial dislike of India on his first visit in 1985, Gordon grows to love the country and develops a deep admiration for its industries and its people. As Gordon reflects on his nomadic life as a naval salesman, he concludes that a career in sales is often misunderstood and is by no means an experience that is suited to all. If You Can't Take A Joke is a captivating travel memoir that offers the reader an insight into the life of a salesman. This humourous adventure with a relaxed writing style will be enjoyed by readers of travel writing and individuals working in sales in any capacity.



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