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Your First Year in Sales: Making the Transition from Total Novice to Successful Professional

By Tim Connor

Random House USA Inc, United States, 2010. Paperback. Book Condition: New. 2nd. 234 x 186 mm. Language: English . Brand New Book. Real Solutions and Advice from the Sales Trenches Why did you choose sales as a career? In a word, money! Your new profession has the potential to be both financially rewarding and personally satisfying. But let's face it: Your first year in sales will likely be your most challenging. So, is it possible to enjoy your new career and be a successful salesperson from day one? The answer is yes. In this revised and updated edition of Your First Year in Sales, professional speaker and sales veteran Tim Connor offers simple, proven strategies to overcome those first-year obstacles and position yourself for lifelong success. You'll find savvy, step-by-step techniques for learning how your skills and talents--your motivation, strengths, willingness to sacrifice, and expectations--can put you on the fast track to being a sales leader. Be your best from your first sales call by knowing how to: - Adopt an attitude for sales success and present yourself as wise beyond your years. - Achieve financial results--immediately. - Use new technology and social networking to your best possible...



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