



Pocket Sales Training and Coaching Guide: Concise and to the Point (Paperback)

By MR Joshua R Embry

Createspace Independent Publishing Platform, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Explore the sales strategies that will create the sales culture you re looking for. This book contains pointed and clear exercises that are easy to understand and implement. Learn how to invest 5 minutes and see the growth of your sales team today. No wasted space or extra words here just plain and perfectly executed solutions to your sales problems. This book seeks to boost your sales culture by focusing on sales fundamentals including average ticket, gross margin, one-on-one training, building consumer confidence, asking the right questions, and how to hire the right people for your team. This is not a novel, it s a short piece explaining the fundamentals, keep it on hand, read through it, rinse and repeat. I use my years of experience working and training at OfficeMax Inc., Sprint Nextel, Amerisource Bergen, Hume Lake Christian Camp, and Hartland Christian Camp to teach you the basics of sales and customer service to enhance your sales operation.

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