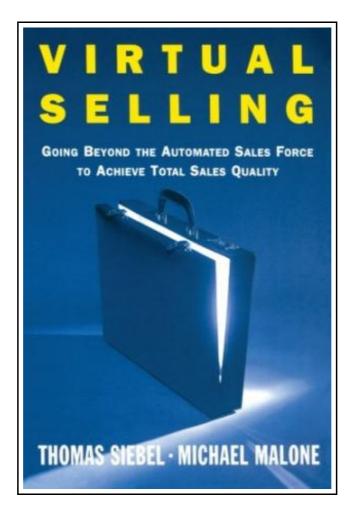
Virtual Selling: Going Beyond the Automated Sales Force to Achieve Total Sales Quality (Paperback)



Filesize: 9.45 MB

Reviews

A whole new e-book with an all new viewpoint. I could possibly comprehended every little thing using this created e pdf. I am just very happy to inform you that this is the greatest book i have read through within my own life and could be he best pdf for ever.

(Hank Treutel)

VIRTUAL SELLING: GOING BEYOND THE AUTOMATED SALES FORCE TO ACHIEVE TOTAL SALES QUALITY (PAPERBACK)



SIMON SCHUSTER, United States, 2002. Paperback. Book Condition: New. 231 x 155 mm. Language: English. Brand New Book ***** Print on Demand *****. The days when a salesperson could carry the company catalog around in his or her head have disappeared. From high-tech to low-tech industries, today s salesperson often represents thousands of products available in countless permutations. According to Thomas Siebel and Michael Malone, although more than 500 companies are rushing to market with information technology to aid millions of salespeople world wide, these systems are destined to fail. Why? Because, the authors argue, they focus only on improving efficiency, rather than on increasing the effectiveness of the selling process. Instead, Siebel and Malone demonstrate the need to incorporate Sales Force Automation (SFA) within an overall philosophy that supports the sales force by fully informing sales reps to assist them in real selling, not just data recording and analysis. The authors show how this new vision, called Virtual Selling, will spearhead a new generation of SFA design to provide powerful tools -- from opportunity management systems and marketing encyclopedias to product configurations and team selling across multiple distribution channels -- which will enhance customer contact and heighten the effectiveness of the sales representative. By assuming the larger role of point person at the center of every transaction, the members of what the authors call the Informed Sales Force will resemble independent entrepreneurs directing their own business by developing long-term customer relationships, generating proposals, managing the configuration and creation of products, and providing customer service and support. Siebel and Malone explain how this reengineering of sales can enable firms to achieve the perfect balance between the needs of sales and the operations of the rest of the company. Finally, the authors reveal how, in their equation, the Informed Sales Force...

- Read Virtual Selling: Going Beyond the Automated Sales Force to Achieve Total Sales Quality (Paperback) Online
- Download PDF Virtual Selling: Going Beyond the Automated Sales Force to Achieve Total Sales Quality (Paperback)

See Also



Children's Educational Book Junior Leonardo Da Vinci: An Introduction to the Art, Science and Inventions of This Great Genius Age 7 8 9 10 Year-Olds. [British English] (Paperback)

Createspace, United States, 2013. Paperback. Book Condition: New. 248 x 170 mm. Language: English . Brand New Book ***** Print on Demand *****. ABOUT SMART READS for Kids . Love Art, Love Learning Welcome. Designed to...

Save PDF »



The Frog Tells Her Side of the Story: Hey God, I m Having an Awful Vacation in Egypt Thanks to Moses! (Hardback)

Broadman Holman Publishers, United States, 2013. Hardback. Book Condition: New. Cory Jones (illustrator). 231×178 mm. Language: English . Brand New Book. Oh sure, we ll all heard the story of Moses and the...

Save PDF »



Readers Clubhouse Set B Safe Streets (Paperback)

Barron s Educational Series, United States, 2006. Paperback. Book Condition: New. 231 x 147 mm. Language: English . Brand New Book. This is volume eight, Reading Level 2, in a comprehensive program (Reading Levels 1...

Save PDF »



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities (Paperback)

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 \times 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso s groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

Save PDF »



No Friends?: How to Make Friends Fast and Keep Them (Paperback)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. Do You Have NO Friends? Are you tired of not having any...

Save PDF »



Homeschool Your Child for Free: More Than 1,400 Smart, Effective, and Practical Resources for Educating Your Family at Home (Paperback)

Random House USA Inc, United States, 2009. Paperback. Book Condition: New. 2nd. 229×185 mm. Language: English . Brand New Book. Provide a solid education at home without breaking the bank. Introduced in 2000,

Download eBook »



Who Am I in the Lives of Children? an Introduction to Early Childhood Education with Enhanced Pearson Etext -- Access Card Package (Paperback)

Pearson, United States, 2015. Paperback. Book Condition: New. 10th. 251 x 203 mm. Language: English . Brand New Book. NOTE: Used books, rentals, and purchases made outside of Pearson If purchasing or renting from companies

Download eBook »



Two Treatises: The Pearle of the Gospell, and the Pilgrims Profession to Which Is Added a Glasse for Gentlewomen to Dresse Themselues By. by Thomas Taylor Preacher of Gods Word to the Towne of Reding. (1625) (Paperback)

Proquest, Eebo Editions, United States, 2010. Paperback. Book Condition: New. 246 x 189 mm. Language: English Brand New Book ***** Print on Demand *****. EARLY HISTORY OF RELIGION. Imagine holding history in your hands. Now you

Download eBook »



Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: (Learn to Read Crochet Patterns, Charts, and Graphs, Beginner's Crochet Guide with Pictures) (Paperback)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. Getting Your FREE Bonus Download this book, read it to the end and

Download eBook »



Kindergarten Culture in the Family and Kindergarten; A Complete Sketch of Froebel's System of Early Education, Adapted to American Institutions. for the Use of Mothers and Teachers (Paperback)

Rarebooksclub.com, United States, 2012. Paperback. Book Condition: New. 246 x 189 mm. Language: English. Brand New Book ***** Print on Demand *****. This historic book may have numerous typos and missing text. Purchasers can download

Download eBook »