



The Sales Bible: The Ultimate Sales Resource

By Jeffrey H. Gitomer

John Wiley Sons Inc, United States, 2015. Paperback. Book Condition: New. New edition. 226 x 150 mm. Language: English . Brand New Book. The Sales Bible softbound NEW EDITION WITH SOCIAL MEDIA ANSWERS Global sales authority Jeffrey Gitomer's bestselling classic, The Sales Bible, has been updated and appended in this new edition, offering you the ultimate sales methods and strategies that really work every day, in real-world selling situations. With over 200,000 copies of the previous editions sold, The Sales Bible was listed as one of The Ten Books Every Salesperson Should Own and Read by the Dale Carnegie Sales Advantage Program. Jeffrey Gitomer's column, Sales Moves, and blog, are read by more than four million people every week. His customers include Coca-Cola, BMW, Kimpton Hotels, Hilton, Wells Fargo Bank, IBM, Enterprise Rent-A-Car, Hewlett Packard, and hundreds of others. The Sales Bible is your personal, trusted, authoritative resource to reach your sales potential and shine like a star. Accept no substitutes. Here are a few highlights: * The 10.5 Commandments of Selling * Generate leads and close sales in any market environment * Find 25 proven ways to set hard-to-get appointments * Use top-down selling to fill your...



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