



How to Sell Technology 7th Edition

By Paul R. DiModica

Johnson & Hunter. Paperback. Condition: New. 266 pages. Dimensions: 9.6in. x 6.1in. x 0.6in.Selling technology and professional services is a complex sale that requires specific strategies, techniques and action steps designed for our industry to get mangers and C level executives to buy. The methods and tactics taught in this book are designed only for IT salespeople and have been taught to and used by thousands of account managers worldwide. Through this publication, I will teach you how to -- communicate value to management -- talk peer to peer when selling big companies -- generate qualified IT leads -- set up your first meeting with C level prospects -- determine if your prospects are qualified buyers -- give successful whiteboard presentations -- create value driven technology demos -- write proposals that persuade management prospects to buy Selling technology is a contact sport. If you have been selling for longer than one year, you have been bruised. Yet, if you sell correctly, you can escape the pain and maximize your success. Sit back, get comfortable, and lets rumble through the technology sales jungle. In IT sales, you must Hunt now, or be eaten later! This item ships from multiple locations. Your...



Reviews

The very best book i actually read through. I have got read through and i am certain that i will likely to read through yet again yet again down the road. I realized this ebook from my dad and i suggested this book to learn.

-- Alfreda Barrows

This publication is worth acquiring. It is actually full of knowledge and wisdom You are going to like the way the blogger publish this book.

-- Prof. Stanley Hermiston

See Also



Art appreciation (travel services and hotel management professional services and management expertise secondary vocational education teaching materials supporting national planning book) (Chinese Edition) paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Pages Number: 146 Publisher: Higher Education Pub. Date: 2009-07-01 version 2. This book is a secondary vocational education and management of...



The Truth about Same-Sex Marriage: 6 Things You Must Know about What's Really at Stake

Moody Press, U.S. Paperback / softback. Book Condition: new. BRAND NEW, The Truth about Same-Sex Marriage: 6 Things You Must Know about What's Really at Stake, Erwin W Lutzer, Is it really that big of a deal? A May 2009 Gallup poll revealed...



A Smarter Way to Learn JavaScript: The New Approach That Uses Technology to Cut Your Effort in Half

Createspace, United States, 2014. Paperback. Book Condition: New. 251 x 178 mm. Language: English . Brand New Book ***** Print on Demand *****. The ultimate learn-by-doing approach Written for beginners, useful for experienced developers who want to sharpen their skills and don't mind...



If I Have to Tell You One More Time: the Revolutionary Program That Gets Your Kids to Listen without Nagging, Reminding or Yelling

Tarcher/Putnam, US, United States, 2012. Paperback. Book Condition: New. 206 x 137 mm. Language: English. Brand New Book. The Revolutionary Program That Gets Your Kids To Listen Without Nagging, Reminding, or Yelling Why does it feel sometimes as if our children have



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)

 $Create space, United States, 2015. \ Paperback. \ Book Condition: New. \ 229 x 152 mm. \ Language: English. \ Brand New Book ***** Print on Demand *****. Getting Your FREE Bonus Download this book, read it to the end and see BONUS: Your FREE Gift chapter after...$



My Ebay Sales Suck!: How to Really Make Money Selling on Ebay

Createspace, United States, 2013. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. What s your eBay story? My name is Nick Vulich. Over the years I have had the opportunity to work...