



Sales Force Automation: Using the Latest Technology to Make Your Sales Force .

By -

Condition: New. Ships From Canada. New Book Description: Many firms still aren't taking advantage of sales automation, despite the fact that new technologies can boost sales up to 30 percent. Now this practical, hands-on guide reveals the secrets of the process. Totally jargon-free, it shows how sales pros can use computers to gain more selling time, reduce costs, minimize paperwork (including call reports!), assure service continuity, improve presentations, and integrate sales data into corporate information systems. And it suggest training ideas for reps who underutilize technology. Ingram This practical, hands-on guide reveals the secrets of new technologies that can boost sales by 30 percent. Totally jargon-free, it shows how sales pros can use computers to gain more selling time, reduce costs, minimize paperwork, assure service continuity, and much more. 30 illustrations.



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