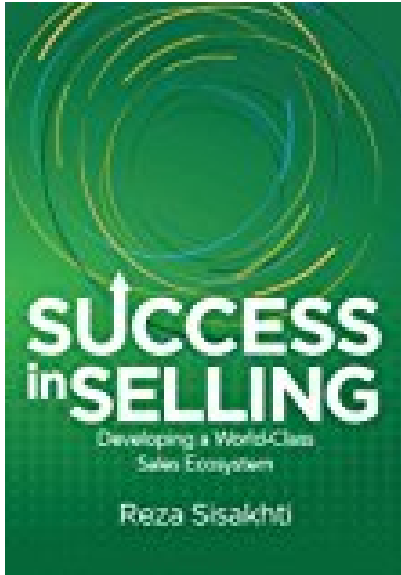


Success in Selling Developing a World-Class Sales Ecosystem



BOOK DETAILS

- Author : Reza Sisakhti
- Pages : 224 Pages
- Publisher : Association for Talent Development
- Language : English
- ISBN : 1607283212



BOOK SYNOPSIS

Success in Selling: Developing a World-Class Sales Ecosystem presents timely research on key trends reshaping today's sales profession and introduces the new ATD World-Class Sales Competency Model. An indispensable reference for assembling a world-class sales force, Success in Selling offers a significant revision of the 2008 ATD World-Class Competency Model. It is a comprehensive sales tool essential for all sales professionals—from those on the front line of selling, to those managing and developing sales talent, to those creating other sales enablement solutions. It provides guidance for customizing the model's key competencies for both organizations and individual sales professionals and features case studies, job aids, templates, and other tools critical for personal and organizational success. Success in Selling: offers key analysis of trends shaping today's sales ecosystem presents detailed descriptions of sales competencies that drive success describes how organizations and individuals can customize the new model to their own needs.

SUCCESS IN SELLING DEVELOPING A WORLD-CLASS SALES ECOSYSTEM -

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