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Mastering the Game of Selling: The Step-By-Step Guide from Prospect Identification, Negotiation to Closing the Sales (Paperback)

By Pawan Kumar Arya

Partridge India, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Mastering the Game of Selling is a knowledge bank for the sales professionals. After complete reading of this book, you will emerge as a master in selling. This book is full of sales strategies, sales closing techniques and inputs for sales professionals, which will help them to achieve the pinnacle in their lives. Selling is an art and it starts with the salesman intent to sell. His attitude, personality, communication skills knowledge about the product plays a vital role in closing the sales. The salesman s first positive impression on the prospect is like winning half the battle. You can be a master in Selling if you practice the best sales techniques as mentioned in this book and adopt them to continuously hone your skills. This book covers in detail, the following: Required Qualities/Attributes of a Super Sales Professional Art of Identifying the Target Segment the Right Prospect Therein Negotiation Techniques Best Sales Closing Techniques Relationship Beyond Sales . (to ensure repeat sales referral selling).

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