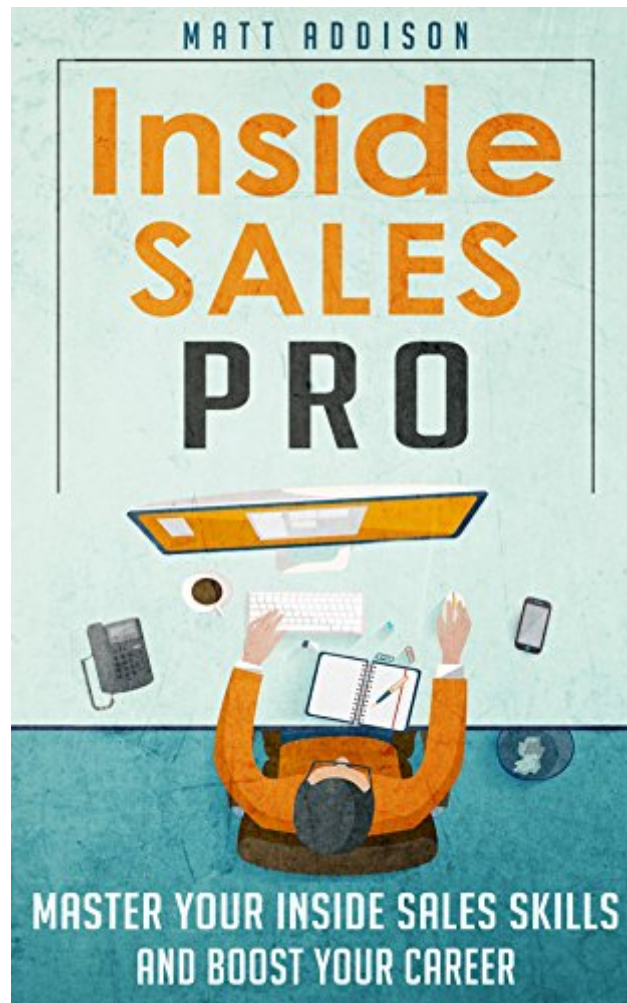


The book was found

Inside Sales Pro: Master Your Inside Sales Skills And Boost Your Career



Synopsis

Inside Salespeople Are the Masters in the New World of Sales! If there is one dominant trend in the sales industry right now, it is this: Sales is coming inside. The days of the lone ranger sales guy, going door to door, trying to catch a meeting with a decision maker are in rapid decline. Instead, inside salespeople are increasingly recognized as key players in achieving company-wide sales targets. After a 20 year career in sales, Matt Addison realized that he too was coming inside, spending more time servicing his clients and selling to them remotely. The changing needs of his customers and his business simply demanded it. But closing sales and supporting customers remotely requires a special set of skills. Master these inside sales skills and you'll be ideally placed to take advantage of an unstoppable sales industry trend. A Proven, Step by Step Guide to the skills you must have in the New World of Inside Sales! Inside Sales Pro is your guide to a great inside sales career. In this book you'll discover:

- Why inside sales is exactly where you want to be to grow your sales career today. (Chapter 1)
- How to sell without seeing and the 10 elements to using your voice as a key selling tool. (Chapter 2)
- How to mirror your prospect's body language even when you can't see them. (Chapter 2)
- How to quickly grow your product knowledge and why this puts a force-field on your sales career. (Chapter 3)
- The lead generation formula that will ensure that your sales funnel is overflowing with prospects. (Chapter 4)
- The simple 10 x 10 rule that gives a massive psychological boost for the day ahead. (Chapter 5)
- What field salespeople don't know about inside sales. (Chapter 6)
- The top 5 objections your sales prospects will use and how to overcome them. (Chapter 7)
- What questions to ask to gain commitment and close the deal. (Chapter 7)
- How to use your existing and past customers as a powerful sales tool. (Chapter 7)
- How to strategically use social media to boost your sales. (Chapter 8)

This book is the salesperson's guide to inside sales, whether you're looking to get into sales, grow your sales, or a field salesperson looking to make the move to the inside sales team. Inside sales is here to stay. Get in front of the wave of change in sales! Would you like to know more? Buy Inside Sales Pro today!

Book Information

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Sales & Selling

Customer Reviews

This is the first time that I've heard about Inside Sales and this book, Inside Sales Pro: Master Your Inside Sales Skills and Boost Your Career, has given me so much useful inputs about it. I find this an educational read, especially in these trying times in our economy. It is really high time that we do something that we engage in sales. And this book has been profound in its discussions of what Inside Sales is all about and what are its perks. And anyone wanting to engage in this newest trend in sales and business will be learning a great deal from this book.

With the help of this book, I was able to understand why my previous customers reject my offers and always end up closing the deals. This is great because the explanations being laid down in this book is very relevant and important to things I am experiencing when trying to sell products. I am very much amazed of the suggestions of the author how to develop the selling skills and how to be able to get a sale. Reading this book is an investment for me because the ideas I got is what I've paid for. This book really is of great help to me.

It is a wonderful feeling to come across a book where you feel that you really got your money's worth and that you really are learning something new and exciting that would greatly improve the way you think and live. This book is a great read. It is a balanced mix of sales theory and practical application for continued growth in sales. This book has excellent strategy and specific tactics to close sales faster. This book is a good refresher for every salesperson and sales manager to stay competitive.

This book has excellent strategy and specific tactics to close sales faster. Mark focuses on the psychology and dynamics driving the sales process to build productive relationships. This book is a good refresher for every sales person and sales manager to stay competitive. Highly recommended.

This book does a good job of explaining how to pay attention to the details as you interact with prospects. It provides good insight in terms of keeping the customer's needs paramount and in terms of seeing yourself as a problem solver for your prospects. It is practical and true.

This book really is a pretty nice guide to a great inside sales career! The strategies and techniques here can definitely help us maximize our inside sales skills and eventually boost our career. Matt Addison did great creating a salesperson's guide book to inside sales. Recommended book to those looking to get into sales, grow their sales, or a field salesperson looking to make the move to the inside sales team.

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