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Aug 28, 2020 selling to big companies Posted By Frédéric

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Selling to Big Companies by Jill Konrath. Books by Jill Konrath. A lot to like in this book about the mindset required for selling to large enterprise. I can't say it is exciting, but it is concise and to the point with a solid elucidation of some important concepts. Selling to Big Companies by Jill Konrath.

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her sales training programs, Jill delivers real world strategies, fresh perspectives and provocative insights that ensure your sellers' effectiveness with crazy-busy buyers. We're here to help you reel in the bigger opportunities.

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past years (with even more changes expected ahead). And guess what? After all those restructuring exercises in a large pool of companies around the globe, most of ...

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Jill Konrath teaches sales strategies, particularly selling to big companies, and consults with the trade media. She has been featured in Entrepreneur, Sales & Marketing Management and The Wall Street Journal's Startup Journal, among others.

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the big order. This book will help you—BIG time." Jeffrey Gitomer Author of The Little Red Book of Selling

Bestselling Sales Books by Author Jill Konrath

inner sanctums of big companies come tumbling down and the red carpet is rolled out for you. Answer it incorrectly and you stay on the outside, envious of those who managed to get in. Everyday you meet people who could use your products or services or who know others who

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This introduction guide on selling to big companies has a clear and systematic approach (see contents list), with many practical insights and pointers. Even the appendix has a nice

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