

Download Selling To Big Companies

Selling to Big Companies: Jill Konrath: 9781419515620 ...

Selling to Big Companies [Jill Konrath] on Amazon.com. *FREE* shipping on qualifying offers. Struggling to Get Your Foot in the Door of Big Companies? Setting up meetings with corporate decision makers has never been harder. It's almost impossible to get them to pick up the phone. They never return your calls. And if you do happen to catch them

Selling to BIG Companies by Best Selling Sales Author Jill ...

In Selling to BIG Companies you'll discover how to: Develop an effective, multi-faceted account-entry campaign. Have powerful initial sales meetings that build unstoppable momentum. Selling to BIG Companies is a Top 10 "How to Sell" Book of All Times according to INC.

Selling to Big Companies: 3 Ways to Stand Out | Inc.com

Here are three things you need to stand out when you sell to large, corporate clients: 1. A Company Specialty. There's competition in every meaningful business space, but your company is truly unique--you just have to figure out how. For salespeople, answering this question is a matter of life or death.

Selling to Big Companies by Jill Konrath

This book is about how to prospect your way into a large company based on first hand experience from author and sales coach Jill Konrath. She shows ways that are effective in getting meetings with decision makers at large companies, particularly that you need to bring them something of value in order to get in the door.

The Secret to Selling to Big Companies

The Secret to Selling to Big Companies Become the expert. When people want an expert, they look for the person who literally wrote... Give great gifts. Small companies don't have the resources of big ones. Make the process easy. By the time you talk to them, employees at major companies have ...

Seven Tips for Selling to Big Businesses

It turns out, many small businesses make some basic blunders in trying to sell to Fortune 500 companies, according to Hewlett-Packard's director of global supplier diversity and sustainability Brian Tippens and Dun & Bradstreet's senior analytical consultant Phyllis Meyer and D&B's risk management vice president Bill Balduino.

5 Surprising Secrets for Selling to Large Corporate ...

5 Secrets For Landing a Whale of a Client. ... selling to corporate America. ... says that big companies spend big money with small business. That's right; every year corporations in the United ...

Jill Konrath | Selling to Big Companies

Jill Konrath, author of *SNAP Selling* and *Selling to Big Companies*, helps sellers crack into new accounts, speed up sales cycles and land big contracts. She's a frequent speaker at sales conferences. She's a frequent speaker at sales conferences.