

Descargar Libro Negocios A La Velocidad Del Pensamiento En

J Elliott

Prospecta y vende Jeb Blount, 2025-05-06 Prospecta y vende es la guía más importante, práctica y reveladora para aprender el por qué y el cómo detrás de la actividad más importante para el incremento de las ventas y los negocios en toda organización: la prospección. La causa primordial del fracaso en el campo de las ventas es tener un canal de prospectos vacío. Al ignorar la importancia de la prospección, muchos vendedores y organizaciones competentes mantienen un nivel de desempeño muy inferior al esperado. Con un enfoque innovador, Jeb Blount, autor bestseller de 7 libros en el área de las ventas, describe paso a paso un estilo de prospección que funciona para personas reales, en un mundo real, con perspectivas reales. Prospecta y vende nos da las claves para mantener una cartera llena de oportunidades calificadas y evitar caídas debilitantes de las ventas, aprovechando una metodología equilibrada a través de múltiples canales de prospección. Esta obra está repleta de estrategias, técnicas y herramientas de gran eficacia que cualquier profesional en las ventas, novato o experto, necesita para llenar su agenda de prospectos potenciales de alta calidad.

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