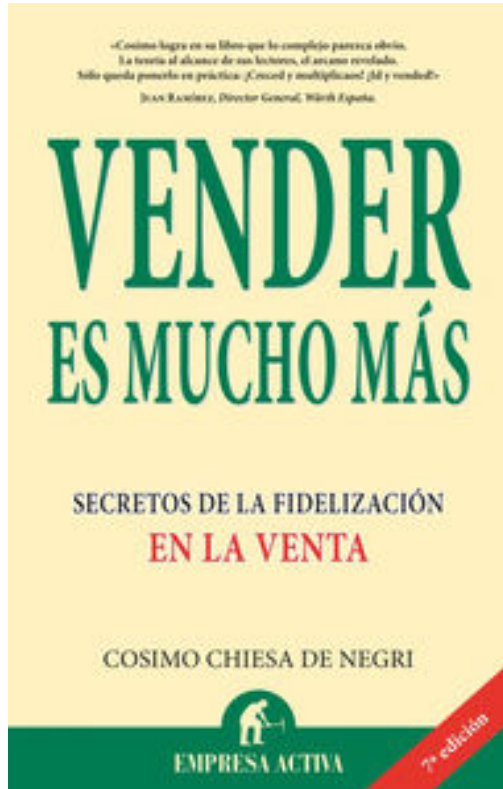


Descargar Libro En Línea PDF Epub Mobi Español Vender Es Mucho Más - Cosimo Chiesa De Negri



Descargar libro en línea PDF epub mobi Español **Vender es mucho más Cosimo Chiesa de Negri** , Secretos de la fidelización en la venta Vender es una actividad esencial en el mundo empresario actual, pese a lo cual existe aún mucha improvisación, y poco profesionalismo y reconocimiento para los vendedores. Este libro va dirigido especialmente a todos los que han decidido dedicarse a la labor comercial; a los que están en contacto cada día con el cliente, a veces sin ningún apoyo ni publicitario ni promocional, utilizando exclusivamente sus conocimientos y habilidades; a quienes han optado por uno de los trabajos más difíciles y enriquecedores que existen. A través de un relato sencillo y directo, en el cual un experimentado director comercial brinda cuarenta consejos básicos a un joven vendedor, el autor ofrece una guía básica para cualquiera que desee mejorar su forma de vender. Destaca también la necesidad de que el vendedor se convierta en una especie de consultor capaz de identificar las necesidades de los clientes y darles siempre algo más de lo estrictamente convenido en la venta.

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