

Combo Prospecting The Powerful One Two Punch That Fills Your Pipeline And Wins Sales

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Prospecting and maintaining a pipeline of quality sales opportunities is surely one of the most challenging aspects of the role of the sales professional. Combo prospecting provides a lucid yet succinct methodology drawing on time served methodologies and blending them with modern media including that often spoken about but seldom mastered tool LinkedIn.

Combo Prospecting: The Powerful One-Two Punch That Fills ...

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COMBO Prospecting is a part of this movement. A movement that requires modern sales professionals to utilise technology and social networks to their full advantage. Salespeople in 2018 must differentiate themselves by combining legacy sales skills with a more intelligent processes.

COMBO Prospecting — Tony J Hughes

Combo Prospecting shows how to combine time-tested sales processes with cutting-edge social media strategies and clever technology hacks. This resource is a potent playbook that will pack your pipeline and turn you into a selling champ. Customers Who Bought This Item Also Bought Total Alignment: Tools and Tactics for Streamlining Your Organization

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