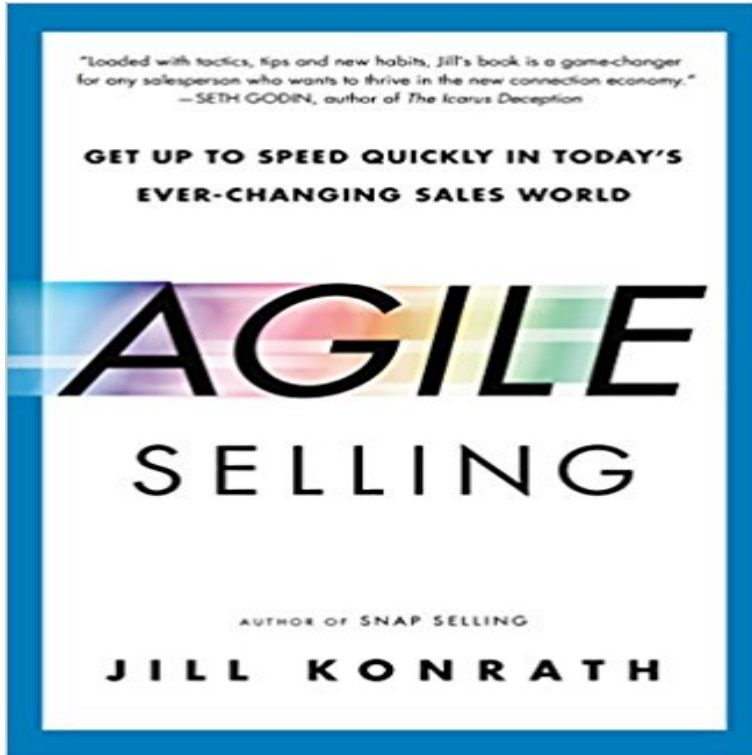


Agile Selling: Get Up to Speed Quickly in Today's Ever-Changing Sales World



Sales expert Jill Konrath offers powerful strategies for sales proficiency in ever-changing situations. When sales people are promoted, change jobs, or face new business environments, they inevitably need to learn new skills quickly. This rapid change is often overwhelming, and sellers face an intense pressure from their bosses to deliver immediate results. Their livelihoods are totally dependent on their ability to get up to speed quickly. Sales guru Jill Konrath offers both new and experienced salespeople a plan for rapidly absorbing new information and mastering new skills by becoming agile sellers. Readers will learn the mindsets, learning strategies and habits that they can use in crazy-busy times to start strong and stay nimble. From time management tools to personal motivation, creativity, and gamification strategies, Konrath teaches sellers how to get more done in less time, regardless of the environment. To succeed in today's sales world, having go-to systems for rapid information and skill acquisition isn't only useful, but absolutely required. Konrath focuses on the meta-skills that will get sellers to high levels of sales and proficiency - and ultimately mastery - much faster than their usual methods. Readers who loved the no-nonsense advice in SNAP Selling and Selling to Big Companies will find Agile Selling equally valuable. From the Hardcover edition.

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