



The Sales Survival Handbook: Cold Calls, Commissions, and Caffeine Addiction--The Real Truth about Life in Sales (Paperback)

By Ken Kupchik

Amacom, United States, 2017. Paperback. Condition: New. Special ed.. Language: English . Brand New Book. The Sales Survival Handbook, the funniest sales book of all time. --Hubspot Working in sales, you have the opportunity to make more money and drink more coffee than you ever thought possible! You also get these bonus benefits: customers who lie to your face, quotas that change as soon as you hit them, management that puts soul-crushing demands on you to produce . . . and so much pressure you re likely to experience PSSD (Post Sales Stress Disorder). Whether you ve been in sales for a while, are new to the game, or just need a lift, this humorous yet practical guide shows you how to: Overcome objections without tears * Get out of a sales slump.legally * Cold call without sedatives * Beg for referrals * Spot common types of customers, coworkers, and managers * Decipher compensation plans * Deal with the day-to-day * Maintain a social life (mission impossible) * And much, much more The Sales Survival Handbook contains all the do s, don ts, quizzes, lists, and real-world advice you need to survive the agony and enjoy the ecstasy of your...



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