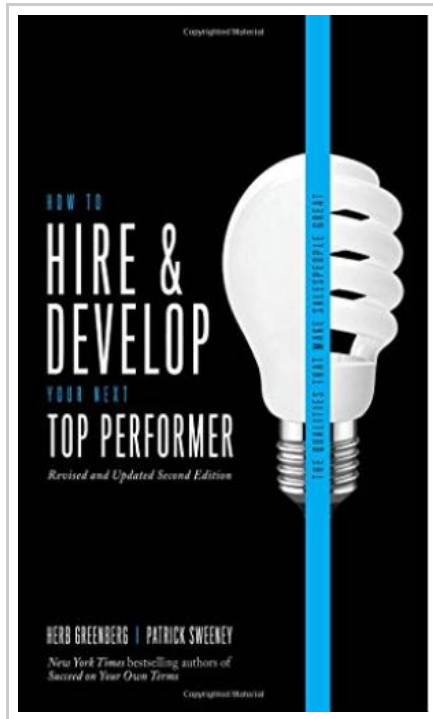



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How to Hire and Develop Your Next Top Performer: The Qualities That Make Salespeople Great (Hardback)

By Herbert M. Greenberg, Patrick Sweeney

McGraw-Hill Education - Europe, United States, 2012.

Hardback. Book Condition: New. 2nd Revised edition. 231 x 155

mm. Language: English . Brand New Book. The sales

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traditional business barriers, and increased customer

empowerment have transformed the sales profession. The

future now belongs to salespeople who deeply understand,

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to enhance their relationships with their customers. What does

this mean for you? You absolutely need these people on your

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