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— **HOLGER SCHAEFER** —

Master Sales Warum Spitzenverk Ufer Erfolgreich

A Gutmann



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Master of Sales Holger Schaefer, 2015-06-05 Wellenreiten im Verkauf im Flow arbeiten und dabei voller Energie bleiben
Der Autor Holger Schaefer kombiniert verkaufpsychologische Strategien und erfolgserprobte Verkaufsmethoden aus zwei Jahrzehnten gelebter Verkaufspraxis. Angefangen bei Tipps für die Kleidung über persönliche Eigenschaften von Spitzenverkäufern, den Mindset bis hin zum Wellenreiten im Verkauf, spannt sich der Bogen von Schaefers Praxistrainer Hilfen, um die Kaufmotive von Kunden zu erkennen, finden sich ebenso in dem Buch wie der Aufbau und die Phasen des Verkaufsgesprächs von Topverkäufern. Auch für das Follow-up und das Nachfassen nach einem Gespräch gibt Schaefer erprobte und direkt umsetzbare Anleitung.

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