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What Makes a Good Salesperson? - Progressions Inc.

What Makes a Good Salesman â€¢ â€¢ B EST OF HBR harvard business review â€¢ hbr.org â€¢ sales â€¢ julyâ€“august 2006 page 4 utilizedâ€”to make the successful salesman. Need for balance. It calls for a very special, balanced ego to need the sale intensely and yet allow the salesman to look closely at the customer and fully benefit from an em-

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What Makes a Good Salesman. More than 35 years ago, the insurance industry embarked on an intensive program to solve the prob- ... h The vast costs caused by lost sales, dropouts, reduced company reputation, poor morale, permanently burned territory, and the like.

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Top Sellers: Characteristics of a Superior Salesperson

What Makes a Good Salesperson? Ability to Listen. A good salesperson needs to satisfy a clientâ€™s needs. The only way to find out what those are is by listening to what each prospect is saying. The best salespeople arenâ€™t always talking.

What Makes a Good Salesperson? 25 Qualities to Look For

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What Makes a Good Salesman - Harvard Business Review

The Sales Strategy Fundamentals is a ready made training tool you can employ anywhere and anytime Select a card, or pull one at random, and you have material to discuss Use the cards to critique post sales call results

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