



I.T. Sales Boot Camp: Sure-Fire Techniques for Selling Technology Products to Mainstream Companies

By *Brian Giese*

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Review

It's very accurate for today's technology challenges and I found it easy to read as well! -- *David Kotter, Loveland CO*

The concept of selling in an I.T. arena that were taught in the book are great... -- *DS Nichols, May 23, 2003*

This book does a great job of providing a strategic step-by-step plan from A-Z. -- *Dave Sanders, Oxford, England*

You should have this if you want to achieve million dollar quotas. -- *John Williams, Little Rock, AK*

About the Author

Inspired. Inspirational. Those two words sum up Brian Giese. Brian's spent over 24 years working in every aspect of the sales and marketing industry—a career about which he is passionate.

Serving as an executive with Novell, Cisco and Agilent Technologies, Brian is a seasoned veteran known for vision, accelerating profitability, and increasing client satisfaction. He fosters a culture of excellence within the walls of his clients and is expert on the how-to's of building executive relationships. And as a result, his clients read like a who's who in the technology marketing world. Brian has served as a marketing and sales performance consultant for IBM, Sun, Oracle, NEC, Dunn and Bradstreet, Salesforce.com, HP, Microsoft, and CA among others.

Users Review

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Catherine Walters:

This I.T. Sales Boot Camp: Sure-Fire Techniques for Selling Technology Products to Mainstream Companies book is absolutely not ordinary book, you have it then the world is in your hands. The benefit you obtain by reading this book is usually information inside this guide incredible fresh, you will get info which is getting deeper anyone read a lot of information you will get. This particular I.T. Sales Boot Camp: Sure-Fire Techniques for Selling Technology Products to Mainstream Companies without we know teach the one who reading through it become critical in considering and analyzing. Don't become worry I.T. Sales Boot Camp: Sure-Fire Techniques for Selling Technology Products to Mainstream Companies can bring if you are and not make your case space or bookshelves' turn out to be full because you can have it inside your lovely laptop even telephone. This I.T. Sales Boot Camp: Sure-Fire Techniques for Selling Technology Products to Mainstream Companies having very good arrangement in word and also layout, so you will not truly feel uninterested in reading.

Earl Sanders:

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