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The CustomerCentric Selling® Field Guide to Prospecting and Business Development: Techniques, Tools, and Exercises to Win More Business by Gary Walker (2013-04-16) | Gary Walker; | ISBN: | Kostenloser Versand für alle Bücher mit Versand und Verkauf durch Amazon. The CustomerCentric Selling Field Guide to Prospecting and Business Development provides the tools you need to improve prospecting and business development effectiveness. Most important, it helps you increase productivity, win more business, and develop lasting relationships with your ideal customers. The CustomerCentric Selling® Field Guide to Prospecting and Business Development: Techniques, Tools, and Exercises to Win More Business CustomerCentric Selling Field Guide to Prospecting and Business Development: Techniques, Tools, and Exercises to Win More Business von Gary Walker als eBook (EPUB) erschienen bei McGraw-Hill Education für 34,20 € im Heise Shop.