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Roddy Mullin, Julian Cummins, 2008 Sales promotion is one of the most powerful weapons available to your sales and marketing teams and is used more than any other type of marketing because it works. Annual research shows that 60 per cent of consumers participate in some form of sales promotion each month. Packed with practical examples as well as updated and new case studies, Sales Promotion details the tried and tested methods companies use to stay ahead of the competition, revealing the winning offers that gain new customers and keep existing ones happy. Sales Promotion includes new developments in the field, exploring the use of new media such as SMS, MMS, interactive TV and web-based advertising. It also considers the effects of the 2005 Gambling Act and each chapter features a new interactive self-study question and feedback section. Sales Promotion is a core text of the ISP diploma and the author has utilized graduate feedback to make the fourth edition relevant to students whilst preserving its status as a potent tool for sales and marketing professionals. Whether your company is a small start-up or an international business, Sales Promotion can help you to get ahead and stay ahead of your competitors. Topics covered include the purpose of sales promotion, what sales promotion can do for you, how to use different techniques including joint promotions, price promotions and off-the-shelf promotions, how to implement an integrated market strategy, maintaining a crucial creative edge, the best ways to use suppliers, researching and evaluating your promotion.

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Smart Sales Manager Josiane Feigon,2013-07-15 Josiane Feigon author and pioneer of the inside sales community recognizes that the pressure to produce can be crushing but the guidance provided thus far has been minimal With the explosion of social media as well as the increasing dependence on digital communications the need for businesses to shift their focus from field sales to inside sales is growing exponentially today Businesses now rely on inside sales to generate up to 50 percent of their revenue The burgeoning demand for inside sales leaders means that the industry s top reps are being promoted and transitioned even if they are unprepared for management in the Sales 2 0 that is taking over the field In Smart Sales Manager she shows you how they can lead their inside sales squads to success from hiring and motivating to training coaching and more including Customer 2 0 Selling to the new elusive buyer Tools 2 0 Choosing the best sales productivity and intelligence tools for their team Talent 2 0 Hiring training and retaining inside sales superheroes Manager s cheat sheets Motivational strategies to salvage deals engage employees and boost managerial clout The ability to successfully train your sales teams in social selling digital communications and disruptive content creation is vital in today s sales environment Complete with real life examples and smart sales strategies Smart Sales Manager will bring managers up to speed fast

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The New Rules of Sales and Service David Meerman Scott,2016-06-27 The essential roadmap for the new realities of selling when buyers are in charge Sales and service are being radically redefined by the biggest communications revolution in human history Today buyers are in charge There is no more selling there is only buying When potential customers have near perfect information on the web it means salespeople must transform from authority to consultant product narratives must tell a story and businesses must be agile enough to respond before opportunity is lost The New Rules of Sales and Service demystifies the new digital commercial landscape and shows you how to stay ahead of the pack

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