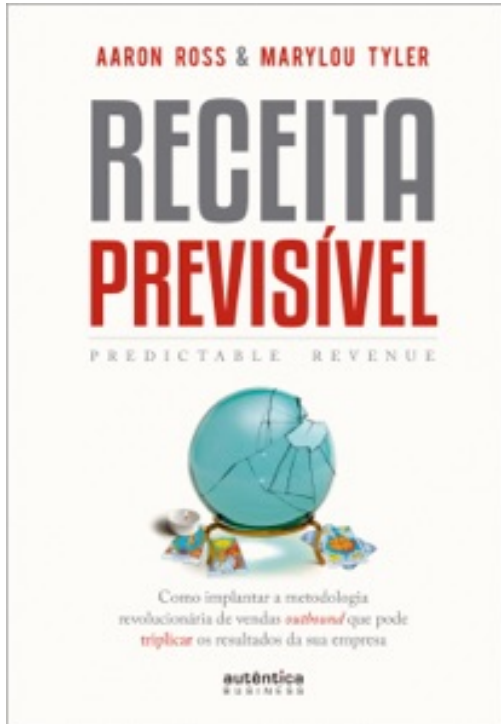


Baixar Livros Gratuitos Receita Previsível (PDF|ePub|Mobi|Mp3|Txt) Aaron Ross & Marylou Tyler Amor



Baixar livros gratuitos Receita Previsível (PDF|ePub|Mobi|Mp3|Txt) Aaron Ross & Marylou Tyler amor, Implante na sua empresa a máquina de vendas que levou a Salesforce.com a gerar mais US\$100 milhões em receita anual recorrente

Toda empresa precisa vender, isso é inquestionável. No entanto, a maior parte delas permanece refém do acaso, sobrevivendo à base de resultados pífios, insuficientes e imprevisíveis. Receita Previsível (Predictable Revenue) é uma provocação a empresas, gestores, empreendedores e todos aqueles que lidam com vendas, para que saiam da posição de vítimas passivas da demanda de mercado e passem a protagonistas dos resultados.

Com a revolucionária metodologia Cold Calling 2.0, sua empresa nunca mais perderá tempo e dinheiro com processos de prospecção ultrapassados e ineficazes, e você assumirá o controle da receita, tornando-a completamente previsível.

De forma objetiva e com cases reais implantados pelos próprios autores, Aaron Ross e Marylou Tyler, você vai aprender, passo a passo, como colocar em prática o processo de vendas outbound, que levou a Salesforce.com e a HyperQuality, dentre outras, a aumentarem em mais de 300% suas receitas e a obterem milhões de dólares em receitas futuras.

Sem milagres ou fórmulas mágicas, você será capaz de estruturar uma verdadeira máquina de vendas na sua empresa, sem grandes investimentos em marketing, utilizando apenas método, pessoas e disciplina para obter resultados incríveis.

Receita previsível é um livro instigante, mas acima de tudo útil. Considerado a Bíblia de Vendas do Vale do Silício, é como se fosse uma consultoria do mais alto nível.

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Baixar livros gratuitos Receita Previsível (PDF|ePub|Mobi|Mp3|Txt) Aaron Ross & Marylou Tyler amor, The regular type of help documentation is really a hard copy manual that's printed, nicely bound, and functional. It operates as a reference manual - skim the TOC or index, get the page, and stick to the directions detail by detail. The challenge using these sorts of documents is the fact that user manuals can often become jumbled and hard to understand. And in order to fix this problem, writers can try and employ things I call "go over here" ways to minimize the wordiness and simplify this content. I've found this approach to be extremely ineffective most of the time. Why? Because **receita previsível** are considered unsuitable to get flipped through ten times for just one task. That is what online assistance is for.

If you realize your **receita previsível** so overwhelming, you are able to go ahead and take instructions or guides in the manual individually. Select a special feature you wish to give attention to, browse the manual thoroughly, bring your product and execute what the manual is hinting to complete. Understand what the feature does, using it, and don't go jumping to a different cool feature til you have fully explored the actual one. Working through your owner's manual by doing this assists you to learn everything concerning your digital product the best and most convenient way. By ignoring your digital product manual and not reading it, you limit yourself in taking advantage of your product's features. When you have lost your owner's manual, look at product instructions for downloadable manuals in PDF

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