

FONCTIONS de



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L'ENTREPRISE

La Vente complexe

**> Révolutionner votre performance
commerciale**

Laurent DUGAS
Bruno JOURDAN

2^e édition

Préface de
Frédéric SANCHÉZ

DUNOD

La Vente Complexe E Eacuted Reacutevolutionner Votre Performance Commerciale Commercialvente

Laurent Dugas, Bruno Jourdan



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opérationnel **Vente complexe** Laurent Dugas, Bruno Jourdan, 2020 *Le Guide de la Performance Commerciale* Rémi PLENIER, 2024-03-22 Que vous soyez un commercial débutant entrepreneur un chef d'entreprise ou un professionnel confirmé de la vente ce guide vous aidera perfectionner vos techniques de vente et de négociation pour atteindre vos objectifs commerciaux et performer dans le domaine de la relation commerciale BtoB 99 conseils concrets et applicables immédiatement pour maîtriser la démarche commerciale Prospecter efficacement et générer des leads identifier et qualifier vos prospects Vous préparer au rendez-vous commercial Comprendre les besoins de vos clients et identifier leurs points de douleur Présenter vos produits ou services de manière persuasive Comment créer une proposition commerciale irrésistible Répondre aux objections Négocier efficacement et conclure des ventes Fidéliser vos clients et maximiser votre rentabilité Grâce à ces conseils opérationnels vous pourrez développer vos compétences dans le domaine de la vente gagner en performance et augmenter votre motivation et confiance en vous Que faire et comment se comporter avant pendant et après l'entretien de vente Chaque conseil est accompagné d'exemples concrets et de stratégies prouvées Prêt à devenir un maître de la vente Lisez la suite

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