Predictable Revenue Turn Your Business Into a Sales Machine with the 100 Million Best Practices of Salesforce.com

By Aaron Ross

PebbleStorm. Paperback. Book Condition: New. Paperback. 213 pages. Dimensions: 8.9in. x 5.9in. x 0.7in.GROW REVENUE BY 300 OR MORE AND MAKE IT PREDICTABLE. . . Alexander Graham Bell discovered the telephone, Thomas Edison discovered electricity and Aaron Ross discovered the Enterprise Market for Salesforce. com. SHELLY DAVENPORT - VP Worldwide Sales at Replicon and ex-VP Corporate Sales at Salesforce. comDiscover the outbound sales process that, in just a few years, helped add 100 million in recurring revenue to Salesforce. com, almost doubling their enterprise growth. . . with zero cold calls. This is NOT another book about how to cold call or close deals. This is an entirely new kind of sales bible for CEOs, entrepreneurs and sales VPs to help you build a sales machine. What does it take for your sales team to generate as many highly-qualified new leads as you want, create predictable revenue, and meet your financial goals without your constant focus and attentionLEARN INSIDEHow an outbound sales process (Cold Calling 2. 0), that without cold calls or a marketing budget, can generate a 9 response rate and millions of dollars from cold prospects. The Seven Fatal Sales Mistakes CEOs and Sales VPs (even experienced ones)...

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