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by Rex Biberston : **Outbound Sales, No Fluff: Written by two millennials who have actually sold something this decade.**

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Description :

PDF-0b6b3 | This book is a step-by-step guide for the modern sales professional. We want to give you the framework, knowledge, and skills to fill a sales pipeline with highly qualified opportunities. It's all practical advice - no cutesy stories, no rants, and no product pitches. There are really only two ways to fill a funnel: inbound leads or outbound prospecting. We focus this book exclusively on outboun... *Outbound Sales, No Fluff: Written by two millennials who have actually sold something this decade.*

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