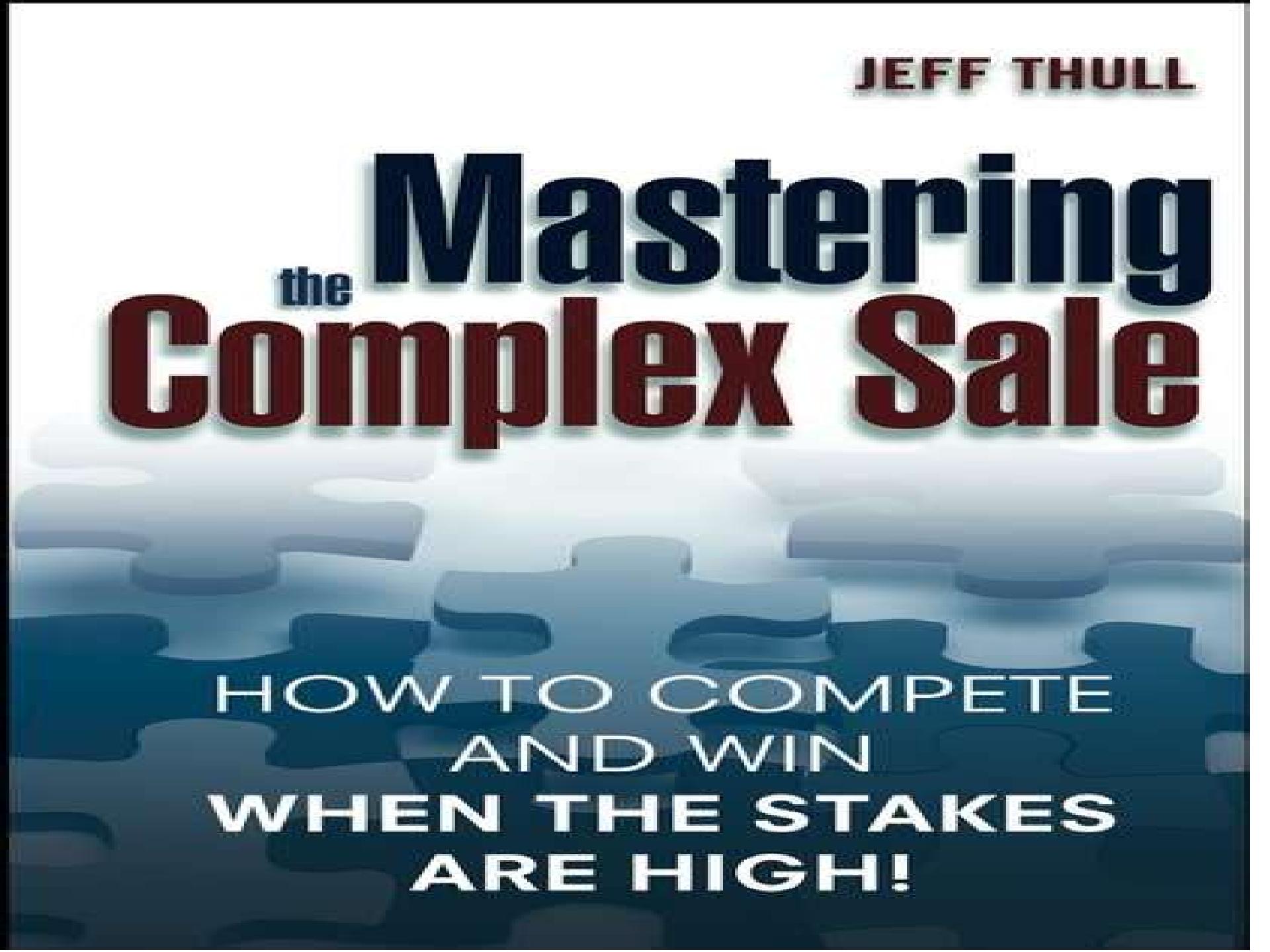


JEFF THULL

the Mastering Complex Sale



HOW TO COMPETE
AND WIN
**WHEN THE STAKES
ARE HIGH!**

Mastering The Complex Sale How To Compete And Win When The Stakes Are High

Anthony Iannarino

Mastering The Complex Sale How To Compete And Win When The Stakes Are High:

Mastering the Complex Sale Jeff Thull, 2010-03-10 Praise for Mastering the Complex Sale Jeff Thull's process plays a key role in helping companies and their customers cross the chasm with disruptive innovations and succeed with game changing initiatives Geoffrey A Moore author of Crossing the Chasm and Dealing with Darwin This is the first book that lays out a solid method for selling cross company cross border even cross culturally where you have multiple decision makers with multiple agendas This is far more than a selling process it is a survival guide a truly outstanding approach to bringing all the pieces of the puzzle together Ed Daniels EVP Shell Global Solutions Downstream President CRI Criterion Inc Mastering the Complex Sale brilliantly sets up value from the customer's perspective A must read for all those who are managing multinational business teams in a complex and highly competitive environment Samik Mukherjee Vice President Onshore Business Technip Customers need to know the value they will receive and how they will receive it Thull's insights into the complex sale and how to clarify and quantify this value are remarkable Mastering the Complex Sale will be required reading for years to come Lee Tschanz Vice President North American Sales Rockwell Automation Jeff Thull is winning the war against commoditization In his world value trumps price and commoditization isn't a given it's a choice This is a proven alternative to the price driven sale We've spoken to his clients This stuff really works folks Dave Stein CEO and Founder ES Research Group Inc Our business depends on delivering breakthrough thinking to our executive clients Jeff Thull has significantly redefined sales and marketing strategies that clearly connect to our global audience Read it act on it and take your results to exceptional levels Sven Kroneberg President Seminarium Internacional Jeff's main thesis that professional customer guidance is the key to success rings true in every global market today Mastering the Complex Sale is the essential read for any organization looking to transform their business for long term value driven growth Jon T Lindekugel President 3M Health Information Systems Inc Jeff Thull has re engineered the conventional sales process to create predictable and profitable growth in today's competitive marketplace It's no longer about selling it's about guiding quality decisions and creating collaborative value This is one of those rare books that will make a difference Carol Pudnos Executive director Healthcare Industry Dow Corning Corporation

Mastering the Complex Sale , 2003 **The Only Sales Guide You'll Ever Need** Anthony Iannarino, 2016-10-11 The USA Today bestseller by the star sales speaker and author of The Sales Blog that reveals how all salespeople can attain huge sales success through strategies backed by extensive research and experience Anthony Iannarino never set out to become a salesman let alone a sales manager speaker coach or writer of the most prominent blog about the art and science of great selling He fell into his profession by accident as a day job while pursuing rock and roll stardom Once he realized he'd never become the next Mick Jagger Iannarino turned his focus to a question that's been debated for at least a century Why are a small number of salespeople in any field hugely successful while the rest get mediocre results at best The answer is simple it's not about the market the product or the competition it's all about the seller And consequently any salesperson can sell more

and better all the time Over twenty five years Iannarino has boiled down everything he's learned and tested into one convenient book that explains what all successful sellers regardless of industry or organization share a mind set of powerful beliefs and a skill set of key actions including Self discipline How to keep your commitments to yourself and others Accountability How to own the outcomes you sell Competitiveness How to embrace competition rather than let it intimidate you Resourcefulness How to blend your imagination experience and knowledge into unique solutions Storytelling How to create deeper relationships by presenting a story in which the client is the hero and you're their guide Diagnosing How to look below the surface to figure out someone else's real challenges and needs Once you learn Iannarino's core strategies picking up the specific tactics for your product and customers will be that much easier Whether you sell to big companies small companies or individual consumers this is the book you'll turn to again and again for proven wisdom strategies and tips that really work *Cracking the Code* Dan Callahan, 2007 *Cracking the Code A Professional Salesperson's Guide to Penetrating the Intelligence Community* was written with two goals in mind 1 to demystify the often confusing and always secretive intelligence community from a sales person's perspective and 2 to provide a first level road map to penetrating this multibillion dollar market with a product or service This book will give you no nonsense answers to the following questions Who comprises the intelligence community Who is really in charge when it comes to making buying decisions Exactly where and how should you begin your sales efforts Without a security clearance shall I even bother How are IC agencies similar yet different than other federal agencies What tactical steps can a sales person take to break into the IC Where does the sales opportunity really exist How should a person prepare for sales meetings Do I really need to worry about things like a GSA Schedule a secure vault and a polygraph Who can help me in my effort to penetrate the intelligence community What is the best source of information to learn about my target clients These and many other questions will be answered in this informative book This is the first resource that helps the reader make money by persuasive selling targeting intelligence community individuals who have one of the most complex jobs in our nation's history protecting the American citizen against state sponsored crimes and the intricacies of the modern global war on terror GWOT Learn from someone who has been in the trenches of federal sales yet views his role as helping our nation be all it can be This book will guide you on the road to revenue in a candid view of person to person selling into the most secretive market in the world

Dealstorming Tim Sanders, 2016-02-23 *Sales genius is a team sport* As a B2B sales leader you know that by Murphy's Law despite your team's best efforts some deals will inevitably get stuck or key relationships will go sour And too often it's the most important ones the last thing you need when millions of dollars are on the line Dealstorming is Tim Sanders's term for a structured scalable repeatable process that can break through any sales deadlock He calls it a Swiss Army knife for today's toughest sales challenges It fixes the broken parts of the brainstorming process and reinvigorates account management for today's increasingly complicated sales environment Dealstorming drives sales innovation by combining the wisdom and creativity of

everyone who has a stake in the sale You may think you are applying teamwork to your challenges but don t be so sure There s a good chance you re operating inside a sales silo not building a truly collaborative team across your whole company The more disciplines you bring into the process the more unlikely but effective solutions the team can come up with Sanders explains his seven step Dealstorming process and shows how it has helped drive results for companies as diverse as Yahoo CareerBuilder Regus and Cond Nast You ll learn how to get the right team on board for a new dealstorm relative to the size of the sales opportunity and its degree of difficulty The key is adding people from non sales areas of your company making them collaborators early in the process That will help them own the execution and delivery after the deal is done The book includes real world examples from major companies like Oracle and Skillsoft along with problem finding exercises innovation templates and implementation strategies you can apply to your unique situation It s based on Sanders many years as a sales executive and consultant personally leading dozens of sales collaboration projects It also features the results of interviews with nearly two hundred B2B sales leaders at companies such as LinkedIn Altera and Novell The strategies laid out in Dealstorming have led to a stunning 70% average closing ratio for teams across all major industries leading to game changing deals and long term B2B relationships Now you can learn how to make dealstorming work for you

Healthcare

Financial Management ,2005 Some issues accompanied by supplements

Exceptional Selling Jeff Thull,2010-12-15

Praise for Exceptional Selling Thull s leading edge thinking makes this book extraordinary This straightforward guide to communicating across all cultures with credibility and respect will give you a significant competitive advantage in a complex and crowded global marketplace Guenter Lauber Vice President Siemens Energy Rob Mancuso Senior Vice President Investors Financial Services Corp Thull has taken consultative and collaborative sales to new heights The knowledge in this book is priceless The trust and respect created by the diagnostic process is a must have for success here in Asia and around the globe It enables us to differentiate ourselves early and achieve long lasting success Tay Chong Siew Major Customer Director North Asia BOC Gases Having achieved exceptional success by working with Thull and implementing the strategy and process in his first two books I m astounded that his leading edge thinking is captured in yet more detail in another brilliant book The conversation examples of his powerful diagnostic approach will bring even greater success to our organization Truly exceptional Alberto Chacin Director of On Demand Services LAD Oracle USA Exceptional Selling is a dramatic departure from the vast majority of sales books It scares me to see all the ways in which we can self sabotage our sales opportunities but that s only chapter one Throughout the book Thull describes compelling examples of how to succeed in a cluttered marketplace Steven Rodriguez Senior Vice President Ceridian Corporation Thull has again extended the concepts and thinking he developed in The Prime Solution and Mastering the Complex Sale This is an essential read for anyone working to understand his customers in a complex world Wayne Hutchinson Vice President of SalesMarketing and Consulting Shell Global Solutions International B V

Strategy & Business ,2009

Forthcoming Books Rose Arny,2003

Subject Guide to Books in Print ,1991

Insurance Advocate ,2003

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Consultants & Consulting Organizations Directory Cengage Gale,2009-05-12

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Consultants & Consulting

Organizations Directory: Descriptive listings and indexes ,2009 The Prime Solution Jeff Thull,2005 A snapshot of today s B2B selling environment Sales cycles are chaotic and getting ever longer It is impossible to predict results and plan for the future Customer bases are eroding Satisfaction and retention rates are dropping and customer relationships are not expanding In The Prime Solution author Jeff Thull presents sellers with the integrated cross functional approach required to develop and deliver compelling whole solutions and profit in today s complex B2B environment The Prime Solution leads B2B sellers through major components of the value promise system such as the creation marketing selling implementing and measurement of whole solutions or prime solutions that fully deliver on their promise to customers The Prime Solution shows sellers how to turn value fulfillment into a core competency because they ve helped customers understand and achieve the full value of the products and services they ve purchased The power of this model rests in closing the value gap or that frustrating division often created by sellers who have either been unable or unwilling to fulfill the promises they ve made about their products and by customers who are unwilling or unable to comprehend the total value received Author Jeff Thull describes a disciplined all hands approach that involves all the teams in an organization connected to the customer R D marketing sales and service This practical whole solutions approach has been used with astonishing success by small to midsized companies as well as major corporations worldwide Whether in technology manufacturing professional services health care or finance this is a guide for professionals involved in creating marketing and delivering complex B2B products and services Senior management sales and marketing managers technical specialists product managers customer service and account managers will find new ideas and tactical solutions in The Prime Solution that will go a long way in closing the value gap and increasing revenue

Transnational Management Christopher A. Bartlett,Sumantra Ghoshal,Julian M.

Birkinshaw,2004 Publisher Description

Hope Is Not a Strategy: The 6 Keys to Winning the Complex Sale : The 6 Keys to Winning the Complex Sale Rick Page,2003-03-24 No longer is being a good closer the basis of sustainable success Instead intakes the kind of strategic thinking Rick Page outlines inHope Is Not a Strategy Geoffrey Moore author of Crossing the Chasm and Inside the Tornado Master of the complex sale Rick Page is the author of the bestselling book Hope Is Not a Strategy and one of the most sought after sales consultants and trainers in the world He has taught his breakthrough selling strategies to thousands of people in 150 companies across 50 countries an amazing platform that has helped his message spread like wildfire This paperback edition of Page s runaway sales bestseller schools readers in Page s simple six step process for making the sale no matter how complex the deal or how many people are involved in the buying decision Integrating the winning selling strategies used by the world s top salespeople Page shows readers how to Identify and sell to

a prospect's business pain Qualify a prospect Build competitive preference Define a prospect's decision making process

Hope Is Not a Strategy: The 6 Keys to Winning the Complex Sale Rick Page, 2003-04-14 No longer is being a good closer the basis of sustainable success Instead it takes the kind of strategic thinking Rick Page outlines in *Hope Is Not a Strategy* Geoffrey Moore author of *Crossing the Chasm* and *Inside the Tornado* Master of the complex sale Rick Page is the author of the bestselling book *Hope Is Not a Strategy* and one of the most sought after sales consultants and trainers in the world He has taught his breakthrough selling strategies to thousands of people in 150 companies across 50 countries an amazing platform that has helped his message spread like wildfire This paperback edition of Page's runaway sales bestseller schools readers in Page's simple six step process for making the sale no matter how complex the deal or how many people are involved in the buying decision Integrating the winning selling strategies used by the world's top salespeople Page shows readers how to Identify and sell to a prospect's business pain Qualify a prospect Build competitive preference Define a prospect's decision making process

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