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## Selling (Collins Business Secrets)

*Nick Constable*

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**Nick Constable : Selling (Collins Business Secrets)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Selling (Collins Business Secrets):

The selling secrets that experts and top professionals use. Get results fast with this quick, easy guide to the fundamentals of Selling. Includes how to: bull; Pitch your product to meet the needs of your customer bull; Use body language to build rapport bull; Negotiate and close the deal bull; Make your customers keep coming back for more bull; Develop new business relationships

About the Author Nick Constable runs Redline Associates, a specialist sales development company operating in the UK. Previously, he was sales director of MapInfo, a \$200m multinational business. He has previously held senior management positions at Sun Microsystems and IBM.