

Miller Heiman Sales Process



Miller Heiman Account Plan Template

R R Bowker Publishing



Miller Heiman Account Plan Template:

The New Strategic Selling Robert B. Miller, Stephen E. Heiman, Diane Sanchez, Tad Tuleja, 2004 By eliminating fickle luck from the sales process and replacing it with proven visible repeatable skills this book offers a sure fire method for making the sale every time This expanded edition features the basic tenets from the first book plus a valuable array of new features

Words on Cassette, 2002 R R Bowker Publishing, 2002 **Books Out Loud**, 2004

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