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You can't expect management to recognize a good idea unless it's presented to them by a good salesperson. " David Ogilvie.

Selling skills - introduction -.

Describing what good sales people should be, David Ogilvie noted the following: "There are not enough good sales people in any organization. In any profession - in business, in government, in

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healthcare - you can find good employees. But, more importantly, in many firms you can find good sales leaders. When people find out that they have to work hard to become sales leaders, they often try not to get involved in this field of activity.

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