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Solution Selling: The Comprehensive Guide | Pipedrive

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Solution Selling 2.0 with Jurgen Heyman SPI 1. Higher rate of change impacting sales teams Sales professionals facing increasing levels of change Most sales organizations are unprepared to keep pace with increasing levels of complexity Seller agility becoming a new competitive requirement Source:

CSO Insights, 2013 2.

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The End of Solution Sales - Harvard Business Review

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