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Selling to Big Companies by Jill Konrath. Books by Jill Konrath. A lot to like in this book about the mindset required for selling to large enterprise. I can't say it is exciting, but it is concise and to the point with a solid elucidation of some important concepts. Selling to Big Companies by Jill Konrath.

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Jill Konrath teaches sales strategies, particularly selling to big companies, and consults with the trade media. She has been featured in Entrepreneur, Sales & Marketing Management and The Wall Street Journal's Startup Journal, among others.

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inner sanctums of big companies come tumbling down and the red carpet is rolled out for you. Answer it incorrectly and you stay on the outside, envious of those who managed to get in. Everyday you meet people who could use your products or services or who know others who

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This introduction guide on selling to big companies has a clear and systematic approach (see contents list), with many practical insights and pointers. Even the appendix has a nice toolbox called 'Account entry tool kit'. Jill made it really a ready-to-go and very useful information guide. The chapters match up nicely and all have key points at ...

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Selling to Big Companies (2006) closely examines the ins and outs of dealing with corporate decision-makers. From making an initial contact to developing your sales pitch, this book will give you all the tools you need to sell to big companies.

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