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Miller is one of the original co-founders of Miller-Heiman and also co-author of the best-selling The New Strategic Selling. Stephen E Heiman has worked in sales development for over 30 years.

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The book presents strategic selling logically and explains basic tools and tactics to implement strategic selling in your organization or your person sales approach. It would be useful as assigned reading as part of a training program and as a desk reference for people in the process of selling and trying to understand specific challenges or

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The New Strategic Selling: The Unique Sales System Proven Successful by the World's Best Companies, Revised and Updated for the 21st Century (Paperback) Published November 16th 2008 by Business Plus Paperback, 448 pages

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The New Strategic Selling by Miller, Robert B. (ebook)

The New Strategic Selling : The Unique Sales System Proven Successful by the World's Best Companies. by Stephen E. Heiman, Tad Tuleja, Diane Sanchez. Rated 5.00 stars.

The New Strategic Selling: The Unique... book by Tad Tuleja

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