

# Mobile Sales

Cindy Krum

**Mobile Marketing** Cindy Krum, 2010-02-25 Mobile Marketing Finding Your Customers No Matter Where They Are Use Mobile Marketing to Supercharge Brands, Sales, and Profits! Using brand-new mobile marketing techniques, you can craft campaigns that are more personal, targeted, immediate, measurable, actionable-and fun! Now, one of the field's leading pioneers shows exactly how to make mobile marketing work for your business. Cindy Krum cuts through the hype, revealing what's working-and what isn't. She guides you through identifying the right strategies and tactics for your products, services, brands, and customers...avoiding overly intrusive, counterproductive techniques...and how to successfully integrate mobile into your existing marketing mix. Above all, Krum shows you how to effectively execute on your mobile marketing opportunities-driving greater brand awareness, stronger customer loyalty, more sales, and higher profits. Topics include Getting started fast with mobile marketing Understanding the international mobile marketing landscape Targeting and tracking the fast-changing mobile demographic Taking full advantage of the iPhone platform Leveraging mobile advertising, promotion, and location-based marketing Building micro-sites and mobile applications Performing search engine optimization for mobile sites and applications Building effective mobile affiliate marketing programs Integrating online and offline mobile marketing Avoiding mobile marketing spam, viruses, and privacy violations Previewing the future of mobile marketing

*Mobile Sales Enablement a Complete Guide* Gerardus Blokdyk, 2018-02-27 How do we Identify specific Mobile sales enablement investment and emerging trends? What may be the consequences for the performance of an organization if all stakeholders are not consulted regarding Mobile sales enablement? ask yourself: are the records needed as inputs to the Mobile sales enablement process available? What are the business objectives to be achieved with Mobile sales enablement? What does Mobile sales enablement success mean to the stakeholders? This amazing Mobile sales enablement self-assessment will make you the entrusted Mobile sales enablement domain specialist by revealing just what you need to know to be fluent and ready for any Mobile sales enablement challenge. How do I reduce the effort in the Mobile sales enablement work to be done to get problems solved? How can I ensure that plans of action include every Mobile sales enablement task and that every Mobile sales enablement outcome is in place? How will I save time investigating strategic and tactical options and ensuring Mobile sales enablement opportunity costs are low? How can I deliver tailored Mobile sales enablement advice instantly with structured going-forward plans? There's no better guide through these mind-expanding questions than acclaimed best-selling author Gerard Blokdyk. Blokdyk ensures all Mobile sales enablement essentials are covered, from every angle: the Mobile sales enablement self-assessment shows succinctly and clearly that what needs to be clarified to organize the business/project activities and processes so that Mobile sales enablement outcomes are achieved. Contains extensive criteria grounded in past and current successful projects and activities by experienced Mobile sales enablement practitioners. Their mastery, combined with the uncommon elegance of the self-assessment, provides its superior value to you in knowing how to ensure the outcome of any efforts in Mobile sales enablement are maximized with professional results. Your purchase includes access details to the Mobile sales enablement self-assessment dashboard download which gives you your dynamically prioritized projects-ready tool and shows your organization exactly what to do next. Your exclusive instant access details can be found in your book.

*Phone Sales* Kerry Johnson, 2019-09-17 How can you get through gate-keepers? How can you get calls returned? How can you reach more prospects instead of their voicemails? Phone Sales will make your phone a profit center. This book includes actual phone sales calls from top producers. Some of the skills

you'll learn are: • The 3 best closes to use on the phone • How to book appointments • What to say when someone says, I'm not interested • How to avoid telephone tag • How to get your calls returned • How to beat call reluctance

Dr. Kerry L. Johnson is a best selling author and speaker. He speaks to audiences around the world at least 8 times a month ranging from Hong Kong to Halifax, and from New Zealand to New York. Traveling 8,000 miles each week, Dr. Johnson presents such topics as "How to Read Your Customers Mind," "The Trust Connection" and Peak Performance: How to Increase Business by 80% in 8 weeks." In addition to speaking, Kerry heads Peak Performance Coaching. Professionals around the world use Dr. Johnson and his coaches to increase business often by 300%. Kerry currently writes monthly for fifteen national trade and management magazines whose editors have dubbed him, "The Nation's Business Psychologist." He is also the author of nine best-selling books including: MASTERING THE GAME, PEAK PERFORMANCE: HOW TO INCREASE YOUR BUSINESS BY 80% IN 8 WEEKS, and WILLPOWER: THE SECRETS OF SELF-DISCIPLINE. Kerry spent two years competing on the International Grand Prix Tennis Tour. He played both singles and doubles matches against some of the worlds top tennis players. Kerry was also recognized by the U.S. Jaycees as one of the Most Outstanding Men in America.

**Mobilized Marketing** Jeff Hasen, 2012-04-17 Integrate your mobile marketing program and take your brand to the next level Mobile marketing is finally entering the forefront of the marketing realm as megabrands roll out million-dollar budgets and small businesses have turned to the channel for its affordability, measurability, and repeatable successes in producing sales and driving engagement and loyalty. Through insights from bold industry visionaries and fellow mobile pioneers, Mobilized Marketing takes readers through campaigns worth repeating and others that are not. Learn the many roads that marketers can take and the proven strategies and tactics that move products and build loyalty through the consumer's most personal device. With examples from the more than 130,000 campaigns developed by mobile marketing leader Hipcricket, Mobilized Marketing breaks down how brands of all sizes have performed in their mobile efforts—why some have failed and how others bravely turned to mobile. Demonstrates how to integrate mobile into marketing programs and how to effectively measure it Explains how to make your existing marketing spends work harder Delivers step-by-step instructions on how to optimize campaigns in real-time Shows how to determine which mobile tactics are keepers and which are not It's time to mobilize your marketing programs and drive your profits to new heights.

**Selling to Anyone Over the Phone** Renee P. Walkup, Sandra L. McKee, 2010-09 As more and more organizations scale back on their in-the-field sales operations, sales pros have had to focus their energy and skills on closing deals over the phone—and doing it faster than ever before. Authors Renee P. Walkup and Sandra McKee's easy-to-follow guide for salespeople trying to generate product excitement over the phone provides quick strategies to help you boost your success rate. Selling to Anyone Over the Phone does this by teaching readers how to ensure callbacks, build trust, partner with decision makers, and use personality-matching techniques to build connections with and relate to people they can't see face-to-face. The fully updated second edition includes new chapters on using advanced technology (e.g., webinars and teleconferencing) and selling to customers from other cultures and countries. Complete with an invaluable appendix on handling customer complaints and new sample call dialogs, Selling to Anyone Over the Phone simplifies an increasingly important facet of the sales role so you can get back to doing what you do best—providing excellent products and services to your customers and exceeding your sales goals.

**Marketing on the Go** Ben Deleon, 2004

Mobile Marketing For Dummies Michael Becker, John Arnold, 2010-09-14  
Straightforward advice on building and launching a mobile marketing plan  
Mobile communication is hot, and so is marketing on mobile devices. Mobile

Marketing For Dummies provides a clear and easy path for creating, launching, and making the most of a mobile marketing program. Designed for marketing professionals and other business people who may have little experience with the medium, it explains mobile marketing and how to convert a traditional marketing plan to mobile. Topics include assembling resources and budget, creating a plan, following best practices, building mobile sites, and much more. Explains what mobile marketing is, how you can adapt a traditional marketing plan for mobile, and how to create and launch a mobile marketing plan from scratch Covers activating a plan using voice, text, e-mail, and social media campaigns Explores the nuts and bolts of building mobile sites, apps, monetizing mobile, and advertising on other mobile properties Mobile Marketing For Dummies gives you the tools to succeed in this exciting environment.

**Mobile Marketing** Rachel Pasqua, Noah Elkin, 2012-12-19 A step-by-step guide to successful mobile marketing strategies Go from zero to sixty with this practical book that helps you craft and deploy mobile marketing strategies for everything from brand building to lead generation and sales. As part of the popular do-it-yourself, Hour A Day series, this new book is full of advice, practical tips, and step-by-step tactics you can put to use right away. Start leveraging location-based marketing via Foursquare and Yelp, see how to set up and manage mobile commerce, and try such technologies as QR codes, ambient communication (RFID and Bluetooth), mobile broadcasting, and more. Take action now and mobile-loving customers will soon find you, thanks to these successful ideas and strategies from expert mobile marketers, Rachel Pasqua and Noah Elkin. Shows you step by step how to develop, implement, and measure a successful mobile marketing strategy Pares down a complex process into approachable, bite-sized tasks you can tackle in an hour a day Covers vital mobile marketing weapons like messaging, mobile websites, apps, and mobile advertising to help you achieve your goals Gets you up to speed on location-based marketing via Foursquare and Yelp, using mobile commerce, and leveraging technologies such as as QR codes, ambient communication (RFID and Bluetooth), and mobile broadcasting Mobile Marketing: An Hour A Day is a must-have resource for marketers and advertisers who want a compelling mobile presence.

*Closing Deals on the Go* Muthukrishnan Manoj, 2023-09-22 This is a comprehensive handbook that delves into the transformative impact of mobile technology on the sales profession. It equips modern sales professionals with the knowledge and tools needed to excel in a rapidly evolving digital landscape. Embracing the Mobile Revolution: The book begins by immersing readers in the transformative impact of the mobile revolution on the sales industry. It underscores the shift from traditional sales techniques to a fast-paced digital world where clients are accessible on their mobile devices. Mastering Mobile Sales Fundamentals: Understanding the core principles of mobile sales is crucial. This section explores every facet of the mobile sales process, from prospecting to deal closure. It emphasizes adaptability and agility in navigating the unique challenges and opportunities of mobile sales. Building Your Mobile Arsenal: Success in mobile sales relies on the right tools. Readers are introduced to essential mobile sales tools and applications that streamline workflows and boost productivity. Practical advice on selecting the right devices and accessories ensures readers optimize their mobile toolkit. Crafting Effective Mobile Sales Strategies: Crafting an effective mobile sales strategy requires a nuanced understanding of the digital landscape. Readers gain insights into personalization, creative prospecting, and lead nurturing techniques, creating a toolkit of strategies for engaging and converting mobile audiences. Mastery of Mobile Communication: Communication is foundational in sales. This section explores crafting compelling messages for mobile audiences and navigating virtual meetings on mobile devices. Integrating Mobile Marketing and Advertising: In the digital age, sales and marketing are

intertwined. Readers learn how to leverage mobile advertising and marketing to expand reach, drive leads, and create mobile-friendly content that converts. Data-Driven Decision-Making: Data-driven decision-making is pivotal. Readers are introduced to mobile sales metrics and analytics, guiding them on how to use data to refine strategies and gain a competitive edge. Overcoming Challenges and Pitfalls: Mobile sales pose unique challenges, including privacy and security concerns. This section offers strategies for overcoming these obstacles, ensuring adaptability in the face of technological disruptions. Inspiration in Action: Real-world success stories provide concrete examples of how mobile technology transforms businesses across industries, offering readers inspiration and practical insights. Staying Ahead of the Curve: The future of mobile sales is explored, including the impact of emerging technologies like AR, VR, AI, and machine learning. Conclusion: Readers revisit key takeaways, creating a comprehensive roadmap to mastering the art of selling with mobile technology. This book is invaluable for sales professionals seeking to excel in a mobile-first era. It offers a deep understanding of mobile sales, practical tools, and strategies, making it an indispensable guide for success in today's dynamic marketplace. This

**Smart Selling on the Phone and Online** Josiane Feigon, 2021-10-12 In an age of telesales and digital selling, this award-winning business book pinpoints the ten skills essential to high-efficiency, high-success sales performance based on the author's TeleSmart 10 System for Power Selling. Bestselling author and TeleSmart Communications president Josiane Feigon equips salespeople with the powerful tools they need to open stronger, build trust faster, handle objections better, and close more sales when dealing with customers they can't see face-to-face. In Smart Selling on the Phone and Online, you'll learn how to: overcome ten different forms of "paralysis" and reestablish momentum; sell in sound bites, not long-winded speeches; ask the right questions to reveal customer needs; navigate around obstacles to get to the power buyer; and prioritize and manage your time so that more of it is spent actually selling. The world of selling keeps changing, and sales professionals are on the front line of innovation to keep profits flowing. Combining an accessible text with clear graphics and step-by-step processes, Smart Selling on the Phone and Online will help any rep master the world of sales 2.0 and become a true sales warrior.

**Pick Up The Phone and Sell** Alex Goldfayn, 2021-09-16 Unlock the power of a simple phone call to boost your sales with guidance from a world-renowned expert In Pick Up The Phone and Sell: How Proactive Calls To Customers and Prospects Can Double Your Sales, sales expert, consultant, and Wall Street Journal bestselling author Alex Goldfayn delivers a comprehensive roadmap to one of the most important weapons in any salesperson's arsenal: the phone. From the author of Selling Boldly and 5-Minute Selling, the book teaches you techniques to supercharge your sales by making the proactive call the tip of your selling spear. In addition to critical advice on how to call people you don't know, this timely and important book includes: A thorough introduction to the power of a proactive phone call and links to free call planners and trackers at goldfayn.com Direction on how to use text messaging as an adjunct to phone sales Instructions on the appropriate role of social media, including LinkedIn, in boosting telephone sales Guidance on how to stop being afraid of phone calls and how to effectively warm up any cold call. Perfect for new and experienced salespeople alike, who are more comfortable with email, videoconferencing, social media, and text than they are with the telephone, Pick Up The Phone and Sell is an indispensable guide to one of the most important and lucrative tools in the selling profession.

**A Beginner's Guide to Mobile Marketing** Karen Mishra, Molly Garriss, 2014-12-30 This book is for marketers (from newbies to CMO level) who want to learn why and how to use mobile marketing to engage and convert consumers. A Beginner's Guide to Mobile Marketing will teach you about the exploding opportunities

that mobile marketing offers and why it is so important to embrace it in your integrated marketing strategy. Cell phones are no longer just for calling people. Based on the latest trends in consumer behavior on mobiles, the authors introduce ways that marketers can use smartphone popularity to reach people with tactics like mobile apps, mobile web, social media, mobile advertising and more. Exercises are included to ensure that the reader understands the material as well as how to apply it in the real world.

**Mobile Influence** Chuck Martin, 2013-06-11 The explosion of mobile access across the globe has shaken the foundations of the traditional sales funnel, and businesses are scrambling to adapt and find new ways to tap into the market. For all their effort, many have failed to realize that the issue is not how to reach the customer where they are, but where they are going and their mindset at the moment. With the staggering growth in the use of mobile technology as both product research and purchase point, businesses have yet to fully understand the important role mobile devices play in the basic structure of the traditional shopping model and the new importance on linking behavior with location. With the death of the traditional sales funnel comes author Chuck Martin's new model, the Mobile Shopping Life Cycle. Based on the author's in-depth research, Martin has identified the six specific moments in the timeline of the sale which marketers must target effectively in order to reach the mobile buyer. From location-based marketing to mobile payment systems, Martin's model gives marketers access to the tools necessary to build a new sales framework that properly addresses the future of the market.

**Selling Through Someone Else** Robert Wollan, Naveen Jain, Michael Heald, 2013-01-14 Experience the growth multiplier effect through transforming the distribution and sales network Selling Through Someone Else tackles new opportunities to drive company growth by taking a fresh look at the customer smart distribution and sales process. The authors, from Accenture, one of the world's largest consulting companies, explain how companies can be smarter about what their customers truly want and maximize the return on investment from all available resources for growth opportunities by exploring creative distribution options, including leveraging partners, online outlets, iPads/tablets, your traditional sales force, and more. Selling Through Someone Else demonstrates that traditional approaches are no longer effective and how, by capitalizing on converging forces, companies can transform their sales approaches to grow revenue, and enhance customer and brand loyalty. Explores how globalization, new competitors, and low-cost threats are reshaping the way sales is happening today, and how to prepare your company to be successful in this new dynamic and iterative selling model Shows how analytics, the shift to digital selling and mobile sales tools, and new approaches to sales operations can reshape the entire sales function Demonstrates how new ecosystems of partners are created, managed, and incented to drive greater sales and profitability Accenture has helped numerous clients collaborate across IT, Sales, and Marketing to dramatically grow distribution and adapt to the different playing field of today. Selling through Someone Else applies the trends and lessons learned from Fortune 500 and Global 500 companies to mid-sized enterprises and small-medium businesses owners.

**Go Mobile** Jeanne Hopkins, Jamie Turner, 2012-01-05 Set-up, run, and measure successful mobile media marketing campaigns Go Mobile is packed with tools, tips, and techniques that will help readers set-up, launch, run, and measure mobile media campaigns. This book will help readers understand the different mobile media platforms, learn how to use SMS for business, incorporate 2D and QR Codes into their campaigns, develop mobile websites and mobile apps, see case studies, and much more. Go Mobile offers practical, step-by-step guidance for implementing a mobile marketing campaign. Readers will learn how to: Use location-based marketing to get new customers and keep existing ones Integrate social media with your mobile media campaign Use mobile E-commerce to improve brand loyalty Measure the ROI of a mobile media campaign Develop

mobile media business models you can use to grow revenues With these effective, efficient, and integrated mobile marketing campaigns, business owners and marketers will garner enviable response rates and watch their revenue grow more rapidly than ever before.

**Mobilized Marketing** Jeff Hasen, 2012-05-01 Integrate your mobile marketing program and take your brand to the next level Mobile marketing is finally entering the forefront of the marketing realm as megabrands roll out million-dollar budgets and small businesses have turned to the channel for its affordability, measurability, and repeatable successes in producing sales and driving engagement and loyalty. Through insights from bold industry visionaries and fellow mobile pioneers, Mobilized Marketing takes readers through campaigns worth repeating and others that are not. Learn the many roads that marketers can take and the proven strategies and tactics that move products and build loyalty through the consumer's most personal device. With examples from the more than 130,000 campaigns developed by mobile marketing leader Hipcricket, Mobilized Marketing breaks down how brands of all sizes have performed in their mobile efforts—why some have failed and how others bravely turned to mobile. Demonstrates how to integrate mobile into marketing programs and how to effectively measure it Explains how to make your existing marketing spends work harder Delivers step-by-step instructions on how to optimize campaigns in real-time Shows how to determine which mobile tactics are keepers and which are not It's time to mobilize your marketing programs and drive your profits to new heights.

**Mobile Marketing** Cindy Krum, 1900 This is the eBook version of the printed book. If the print book includes a CD-ROM, this content is not included within the eBook version. Mobile Marketing Finding Your Customers No Matter Where They Are Use Mobile Marketing to Supercharge Brands, Sales, and Profits! Using brand-new mobile marketing techniques, you can craft campaigns that are more personal, targeted, immediate, measurable, actionable—and fun! Now, one of the field's leading pioneers shows exactly how to make mobile marketing work for your business. Cindy Krum cuts through the hype, revealing what's working—and what i.

**Mobile sales enablement A Complete Guide** Gerardus Blokdyk,

Mobile Marketing Alex Michael, Ben Salter, 2006-08-11 In the past 10 years mobile phones have gone from being high-end gadgets only the wealthy could afford to an essential accessory, now owned by a large portion of the population of the world. The integration of the Internet, mobility and communications at the device, service and transport level has created a new set of business opportunities. Mobile marketing has become a mainstream marketing tool and marketers must now identify and reach their mobile audience. This book is designed to teach marketers how to tap into this potential. Mobile Marketing is as different from traditional marketing as Internet marketing was, and this book outlines methods and techniques for: \* Defining and implementing a wireless marketing strategy \* Making sense of what can be a technically and commercially confusing industry \* Providing a wealth of carefully chosen international cases and examples to demonstrate techniques in the real world Written by experienced practitioners with experience of advising major international companies on both strategy and individual campaigns in the mobile sector it is an essential guide and reference for professional marketers.

**Secrets of Successful Telephone Selling** Robert W. Bly, 1997-06-15 For individual professionals or small business owners, here is a step-by-step program for using the phone to generate sales leads, qualify prospects, follow up, close sales, service accounts, get repeat orders, and ensure profitable returns.

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1. Understanding the eBook Mobile Sales		Subscription Services	10. Overcoming Reading Challenges
◦ The Rise of Digital Reading Mobile Sales		◦ Mobile Sales Budget-Friendly Options	◦ Dealing with Digital Eye Strain
◦ Advantages of eBooks Over Traditional Books	6. Navigating Mobile Sales eBook Formats	◦ ePub, PDF, MOBI, and More	◦ Minimizing Distractions
2. Identifying Mobile Sales	◦ Mobile Sales Compatibility with Devices	◦ Mobile Sales Enhanced eBook Features	◦ Managing Screen Time
◦ Exploring Different Genres	7. Enhancing Your Reading Experience		11. Cultivating a Reading Routine Mobile Sales
◦ Considering Fiction vs. Non-Fiction	◦ Adjustable Fonts and Text Sizes of Mobile Sales		◦ Setting Reading Goals Mobile Sales
◦ Determining Your Reading Goals	◦ Highlighting and Note-Taking Mobile Sales		◦ Carving Out Dedicated Reading Time
3. Choosing the Right eBook Platform	◦ Interactive Elements Mobile Sales		12. Sourcing Reliable Information of Mobile Sales
◦ Popular eBook Platforms	8. Staying Engaged with Mobile Sales		◦ Fact-Checking eBook Content of Mobile Sales
◦ Features to Look for in an Mobile Sales	◦ Joining Online Reading Communities		◦ Distinguishing Credible Sources
◦ User-Friendly Interface	◦ Participating in Virtual Book Clubs		13. Promoting Lifelong Learning
4. Exploring eBook Recommendations from Mobile Sales	◦ Following Authors and Publishers Mobile Sales		◦ Utilizing eBooks for Skill Development
◦ Personalized Recommendations	9. Balancing eBooks and Physical Books Mobile Sales		◦ Exploring Educational eBooks
◦ Mobile Sales User Reviews and Ratings	◦ Benefits of a Digital Library		14. Embracing eBook Trends
◦ Mobile Sales and Bestseller Lists	◦ Creating a Diverse Reading		◦ Integration of Multimedia Elements
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