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50

Down



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Spotify This Month Install

Katrin Zwirgmaier



Spotify This Month Install:

Using Installed Base Selling to Maximize Revenue Remi Gicquel, Paul-André Lambert, 2019-08-30 There is no such thing as an easy sale. However, selling to an existing customer, whether by refreshing an old product or introducing a new and different product, is often easier, faster, and returns higher margins. Centering your organization's sales strategy on your installed base is a smart and proven way to achieve long-lasting, profitable growth. *Using Installed Base Selling to Maximize Revenue* reveals a step-by-step, integrated approach you can begin using today. Authors Remi Gicquel and Paul-André Lambert show how you can apply this robust and reliable end-to-end solution by illustrating concepts through real-world case studies from Spotify, Hewlett-Packard Enterprise, Nestlé, and more. Full of wisdom fit for the digital era, this book presents the results of the authors' experience and research into current installed base selling processes, identifying from an objective point of view what works and what does not. This book explains fundamental concepts such as the profitable growth paradox, the installed base profit wedge, operational methodologies for managing your installed base, selling transformation, and much more. Innovative companies protect and nurture their most valuable asset: their customers and the data that defines them. They put installed base selling at the heart of their sales strategy. Now it's your turn. **What You Will Learn:** How to maximize the return from installed base customers; Fundamental concepts such as the profitable growth paradox, the installed base profit wedge, and turnkey operational sales methodologies to best maneuver your sales teams; Keys to changing patterns to become a company that can enjoy higher, profitable revenues for years; Who This Book Is For: General Managers, Sales and Marketing Leaders who are eager to transform their business to secure long-lasting profits, and for leaders looking for a pragmatic approach to transform their sales force to harvest the potential of their existing customers. *Freemium* 50minutes, 2015-09-02 Attract more customers and boost your sales. This book is a practical and accessible guide to understanding and implementing the freemium model, providing you with the essential information and saving time. In 50 minutes, you will be able to: Understand the different types of free offers given to customers and how they can be beneficial to a business; Implement the freemium business model into your business to grow your customer base; Offer a premium product with concrete improvements and additional services to increase your premium conversion rate. **ABOUT 50MINUTES.COM** Management Marketing 50MINUTES.COM provides the tools to quickly understand the main theories and concepts that shape the economic world of today. Our publications are easy to use and they will save you time. They provide elements of theory and case studies, making them excellent guides to understand key concepts in just a few minutes. In fact, they are the starting point to take action and push your business to the next level. **The Ultimate Digital Music Guide** Michael Miller, 2012-06-24 Everything You Need to Know about Digital Music. Your hard-core up-to-the-minute how-to guide. Download, rip, store, organize, play, stream anything anywhere. Seriously into digital music? Best-selling how-to author, serious audiophile and eclectic music lover, Michael Miller will help you get all the digital tunes you want whenever and wherever you want.

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