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About the authors John is a Senior Management Consultant with Mercuri International, one of the world's largest sales consultancies. At Mercuri he is actively involved with selling as well as developing and delivering sales and sales management training workshops to companies across all industries around the world. He has 25 years experience in selling to SMEs as well as the world's largest multinationals in Europe, North America and the Middle and Near East. Having lived in North America for over 10 years, he brings the best in sales techniques from both sides of the Atlantic. He has worked in front line sales, led international sales teams and inspired third party distributors. John has also run international business redesign projects and has over five years in...



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