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Automating sales and telemarketing management and bringing CRM into the contact-handling system as a single agent desktop allows the agent to focus on talking to the customer. Data from front- and back-office systems can be aggregated in real time and presented to the agent with relevant cross-sell and up-sell data.

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Telesales is the selling of products or services through the telephone. As a telesales representative, you reach potential and existing customers directly by phone to encourage them to buy your company's offers. There are two types of telesales: inbound and outbound.

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The art of effective telephone calls is a key part of the sales person's armoury and we regularly weave telesales into broader sales training courses. Here are the top 10 tips we recommend you focus on when building telesales skills: We offer short, focused, strategic, high-value interventions.

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