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Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. All of his books have been number one best sellers on Amazon.com, including Customer Satisfaction is Worthless, Customer Loyalty is Priceless, The Patterson Principles of Selling, The Little Red AUTHOR.

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The Sales Bible New Edition

The Sales Bible is a very comprehensive book that covers all aspects of the sales cycle. Whether you work in a large company with a rigid sales process or a small company selling new products this book will help. I haven't read any of Gitomer's other books and found this one to be the latest; hence why I bought it.

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