

Продаж ІТ послуг

з Харкова в Сан
Франциско

Про тренди

- Social Selling - продаж через соціальні мережі
- Cold Calling - холодні дзвінки
- Remote Work - віддалена робота

Все змінюється,
нічого не зникає

Technology gets better
everyday.

That's fine.

But most of the time all
you need is a stick of
gum, a pocket knife and a
smile.



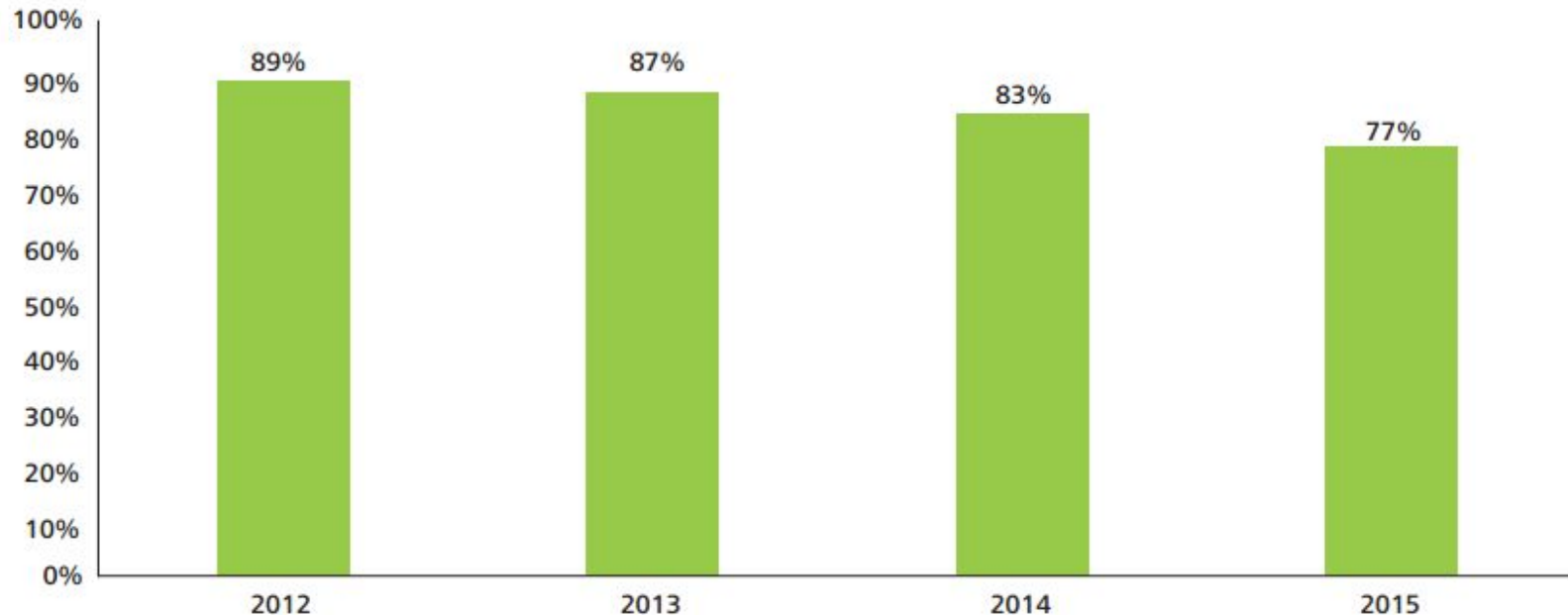
Sales Pipeline



Is Cold Calling dying?

Figure 17: Weekly use of standard voice calling, 2012-2015

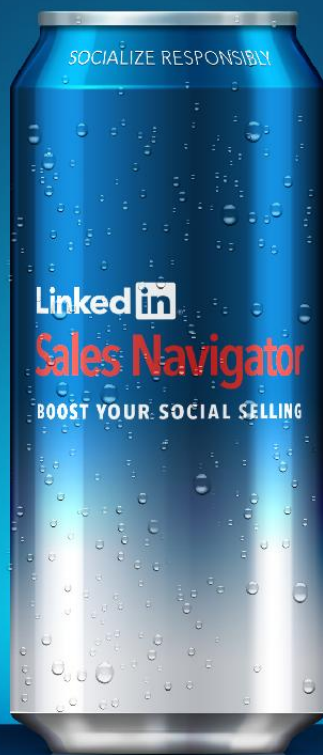
Question: In the last seven days, in which of the following ways have you used your smartphone to communicate with others (standard voice calls)?



Note: Respondents who used their smartphone less than once a week have been excluded from this analysis

Social Selling





BOOST SOCIAL SELLING

with **LinkedIn Sales Navigator**

You need to be...



Focused

*on the right people
and companies*



Informed

*of key updates at your
target accounts*



Trusted

*by your prospects
and customers*

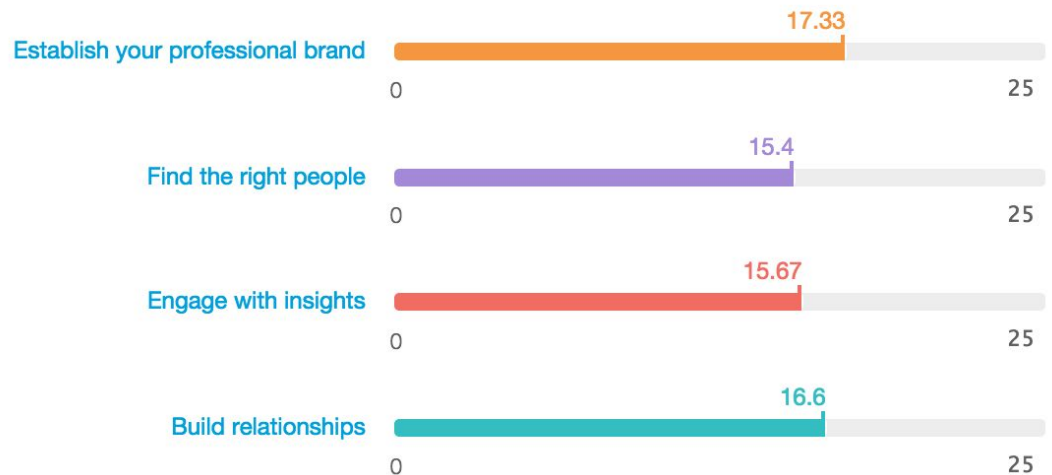
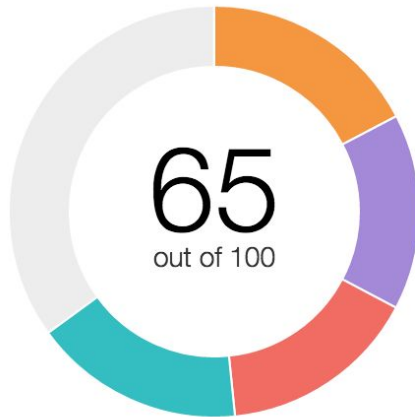
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Linked in

SSI – Social Selling Index

Social Selling Index – Today

Your Social Selling Index (SSI) measures how effective you are at establishing your professional brand, finding the right people, engaging with insights, and building relationships. It is updated daily. [Learn more](#)



Remote Work



Thank you!

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