Record Nr. UNINA9910816660003321 Autore Fernandez Phil <1960-> **Titolo** Revenue disruption [[electronic resource]]: game-changing sales and marketing strategies to accelerate growth / / Phil Fernandez Hoboken, N.J., : Wiley, c2012 Pubbl/distr/stampa 1-280-59272-9 **ISBN** 9786613622556 1-118-33189-3 1-118-33412-4 Edizione [1st edition] Descrizione fisica 1 online resource (242 p.) 658.8 Disciplina 658.8/02 658.802 Soggetti Marketing Purchasing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto It's the buyer, stupid -- The selling cry of the lonely hunter -- Before and after mad men: a brief history of marketing -- Demand generation emerges. Strategies for any company to transform its sales and marketing efforts Sommario/riassunto in a way that truly accelerates revenue growth Revenue Disruption delivers bold new strategies to transform corporate revenue performance and ignite outsized revenue growth. Today's predominant sales and marketing model is at best obsolete and at worst totally dysfunctional. This book offers a completely new operating methodology based on a sales and marketing approach that recognizes

the global technological, cultural, and media changes that have forever

transformed the process of buying and selling. The dysfunct