

Wednesday, May 10, 2006

### **Desperate Housereps**

Ben posted an article about Sales Reps. I have a hint, why they are so desperate to meet you. I have several friends in several tech companies. Technology sales got a new old tactic throughout the complete industry: set meeting goals. For example 5 customer meetings per week or so, when you don't accomplish .... nasty questions The result: desperate sales reps and pissed off customers. This is something to put into calculation. And at the end there are lies, fucking lies, sales reports and "George W. Bush"-speeches.

Posted by Joerg Moellenkamp in English, The IT Business at 12:53