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About the Author

Carlos Rosales teaches graduate level at the Metropolitan Andres Bello Catholic University in Caracas. He is Academic Coordinator and facilitator of the Diploma in Sales and marketing of Polar Trade Company in Metro Andres Bello Catholic University in Caracas. He is an internationally certified facilitator for ASTD (American Society for Training & Development), a facilitator Training partner to Door International. He has worked in the areas of Sales and Marketing with companies such as Microsoft, Movilnet, CANTV, GTE, Excelsior Gama and Sybase Inc. As a facilitator he has worked for companies such as GMAC International, Johnson & Johnson, Kellogg, Bayer, Pfizer, General Motors, Mapfre Seguros, Revlon, Coca Cola, Movistar, among others, and has led seminars and conferences in almost every country in Latin America, Spain, USA and recently in Beijing, China.

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PEOPLE BUY PEOPLE, collected with over 30 years of experience as a seller of various products and services, which are reinforced with seven years teaching at the graduate level in Consumer Behavior, chair of the Metropolitan Catholic universities and Andrés Bello in Caracas. Additionally the book collects the experiences and learnings obtained from more than 100 schools that provide professional sales for major multinational corporations. In addition, the book is also a tribute to who taught me to love sales: my father, Francisco Rosales, Spanish immigrant who worked his way in Venezuela thanks to this worthy profession.

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