

Revised second edition

THE NEW CONCEPTUAL SELLING

The consultative communication
process for solution-based selling



ROBERT B MILLER AND
STEPHEN E MEDMAN
WITH TAD TULEJA



Miller Medman Group

The New Conceptual Selling

**Simon Kelly, Paul Johnston, Stacey
Danheiser**



The New Conceptual Selling:

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It has never been easier to produce great marketing content and sales collateral And yet 90% of the content that marketing produces is NEVER used by sales Why not Because it s not relevant to the audience or the prospect doesn t even know the content exists Furthermore 58% of deals end up in no decision because Sales has not presented value effectively Companies are creating lots of noise but failing to resonate with the customers So what The danger aside from marketing wasting tens of millions of dollars on ineffective content and tools is that customers will disengage 94% of prospects say they have completely disengaged with vendors because of irrelevant content In order to grow fast the authors argue Sales and Marketing teams need to slow down They need to work together to truly understand their customers needs wants motivations and pain points so that they can offer customized value The book sets out how to establish a formal program to continuously capture customer intelligence and insights the shiny gems of understanding that help prospects to connect the dots so that value can be consistently articulated in marketing and sales conversations By integrating the best ideas and practice from commercial experience and academic research the authors show how to create value across the entire marketing and sales value chain not only get a new customer but to continue to create value for future purchases by creating post sales value

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