

How To Sell To Other Sales People

Sales people when they are buying, they are considered professional buyers.

Sales people most of the times don't care about emotions. And sales techniques don't work on them.

Data will influence a sales person.

If the sales rep wants it, he will buy it. If he doesn't want it, he will not buy it.

Otherwise as a last effort what you could do is:

As a sales rep, if you are talking to another sales rep, the best way to sell is by asking "If you were in my place how would you sell this to yourself?"

And do whatever the sales rep tells you to do. And then simply do some fun roleplay and follow his instructions.

This is the most effective way of dealing with sales reps as prospects.