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The Challenger Sale. Matthew Dixon and Brent Adamson. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls ...

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Brenton J.W. Blawat is an entrepreneur, strategic technical advisor, author, and senior consultant, who has a passion for the procurement of technology in profit-based organizations. He is business-centric and technology-minded. Brenton has many years of experience in bridging the gap between technical staff

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