

Build Your Beverage Empire



BOOK DETAILS

- Author : Jorge S Olson
- Pages : 268 Pages
- Publisher : Promocave.com
- Language : English
- ISBN : 098214251X

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BOOK SYNOPSIS

Learn to develop and sell your beverages including new age beverages, alcoholic and non alcoholic beverages like energy drinks, soda, tea, water, vodka, tequila beer or any other type of beverage. A step by step guide teaching you how to develop and brand your beverage, reach your perfect target market and sell it using wholesalers, distributors, convenience stores and supermarkets. Discover every single beverage sales and distribution channel and how to penetrate it with your beverages. While reading the book you will prepare spectacular distributor programs to support all type of accounts, get see through in stores and have customers for life. This book is a must read for anyone in the beverage industry from executives to sales people, marketing managers, brand managers, merchandisers as well as production specialists. After finishing the book you will be an expert in every segment of the beverage business; from developing a brand in the drawing board to reaching your target market correctly, writing your business plan and executing it with sales and distribution. Learn from the authors, Carlos Lopez and Jorge Olson, founders of Liquid Brands Management, Inc. and the national experts in beverage branding, sales and marketing.

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