

# 4 types of buyers in the Miller Heiman sales process

## Champion

Someone who advocates  
on your behalf



## Technical buyer

The person who determines  
whether your solution fits  
company requirements

## User buyer

The person who will use  
your solution



## Economic buyer

The person who has the  
final say



# Technical Buyers Guide

**G Psacharopoulos**



## Technical Buyers Guide:

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