



The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to Go from \$0 to \$100 Million (Hardback)

By Mark Roberge

John Wiley Sons Inc, United States, 2015. Hardback. Book Condition: New. 1. Auflage. 231 x 155 mm. Language: English . Brand New Book. Use data, technology, and inbound selling to build a remarkable team and accelerate sales The Sales Acceleration Formula provides a scalable, predictable approach to growing revenue and building a winning sales team. Everyone wants to build the next \$100 million business and author Mark Roberge has actually done it using a unique methodology that he shares with his readers. As an MIT alum with an engineering background, Roberge challenged the conventional methods of scaling sales utilizing the metrics-driven, process-oriented lens through which he was trained to see the world. In this book, he reveals his formulas for success. Readers will learn how to apply data, technology, and inbound selling to every aspect of accelerating sales, including hiring, training, managing, and generating demand. As SVP of Worldwide Sales and Services for software company HubSpot, Mark led hundreds of his employees to the acquisition and retention of the company's first 10,000 customers across more than 60 countries. This book outlines his approach and provides an action plan for others to replicate his success, including the following key elements:...



READ ONLINE
[1.14 MB]

Reviews

An exceptional pdf and the typeface employed was fascinating to see. Better then never, though i am quite late in start reading this one. Your daily life span will be transform as soon as you total looking at this publication.

-- Dale White

This book may be worth purchasing. I was able to comprehended every thing using this published e publication. I am happy to let you know that this is the very best ebook i have got read inside my very own daily life and could be he finest ebook for actually.

-- Rhoda Durgan PhD