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"The Sales Acceleration Formula provides the most powerful, practical approach yet to the total marketing and selling process from lead generation to close. It helps senior sales and marketing executives understand how to work in concert to satisfy customers, quickly close sales, and grow revenue exponentially."

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development, and cross-functional communication are all part of the day-to-day.

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The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to go from \$0 to \$100 Million comes from practical experience of Mark Roberge setting up a Predictable, Scalable sales team at Hubspot. Relevant for B-2-B sales. The Sales Acceleration Formula: Using Data, Technology,...

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“The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to go from \$0 to \$100 Million” is one of the best business books of all time. Mark Roberge is the author of this business book. Mark Roberge served as HubSpot’s SVP of Worldwide Sales and Services from 2007 to 2013, scaling the customer base from 1 to over 12,000 and his staff from one to hundreds of employees.

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