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The Sales Acceleration Formula deconstructs the process of building revenue into easy, measurable steps. The businesses that successfully make the transition to hundred-million-dollar ventures are those that have mastered five basic tasks: hiring salespeople, training the sales team, managing sales, generating demand, and experimenting with new technologies.

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He is the bestselling author of the award-winning book, " The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to Go from \$0 to \$100 Million ". He is also a Senior Lecturer in the Entrepreneurial Management Unit at the Harvard Business School, where he teaches Entrepreneurial Sales and Marketing in the second-year MBA

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[Pdf] The Sales Acceleration Formula: Using Data ...

In this article, I’ll be dissecting The Sales Acceleration Formula by  
Mark Roberge; Roberge was the fourth employee at Hubspot and the  
company’s former Chief Revenue Officer of Hubspot’s revenue division.  
In this book, he reveals Hubspot’s data-driven methods regarding  
hiring, training and managing a high-performing sales team that grew  
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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.

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