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transition to hundred-  
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mastered five basic  
tasks: hiring  
salespeople, training  
the sales team,  
managing sales,  
generating demand,  
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Roberge ...

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

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the Harvard Business School, where he teaches

Entrepreneurial Sales and Marketing in the second-year MBA program.

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[Pdf] The Sales  
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Using Data ...

In this article, I'll be  
dissecting The Sales

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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,

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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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