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Reading Mark Roberge's book -The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to go from \$0 to \$100 Million made me feel a little bit odd. Why odd? I have almost six years of experience in sales.

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He is the bestselling author of the award-winning book, “ The Sales Acceleration Formula: Using Data, Technology, and

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Mark Roberge is disrupting common knowledge and showing that the journey from \$0 to \$100 million can be predicted, planned, and measured at every step of the way. Leer más From the Back Cover Praise for THE SALES ACCELERATION FORMULA "A new breed of disciplined, data-driven leaders are re-shaping the field ...

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In only a few years, Mark took HubSpot past the \$100 million revenue mark using the strategy he outlines in The Sales Acceleration Formula. In a world glutted with consultants and thought

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leaders who have more personality than real knowledge, Mark's story is a significant one.

**The Sales Acceleration Formula:
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The Sales Acceleration Formula transforms the mystique of selling into a scalable methodology that savvy leaders

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can implement." Jill Konrath, author of *Selling to Big Companies* and *Agile Selling* "Mark Roberge and Hubspot are one of the few places I go myself to study up on what's new and working in sales, as a legend in the making."

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