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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

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Mark Roberge is an Advisor to HubSpot and former Chief Revenue Officer of HubSpot's Sales Division. He is the bestselling author of the award-

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The must-read summary of Mark Roberge's book: "The Sales Acceleration Formula: Using Data, Technology and Inbound Selling to Go from \$0 to \$100 Million". This complete summary of the ideas from "The Sales Acceleration Formula" shows that, contrary to popular belief, sales management needn't be an art form; it is possible to use a formula to create the strongest possible sales team.

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