

CERTIFICATION IN

PROSPECTING

CHRISTIAN HUTTER

This person has demonstrated mastery of the customer-centric approach to prospecting in each phase of the sales cycle - including email communication, leaving a voicemail, opening an unscheduled call, asking compelling questions, qualification, objection handling, and storytelling.

DAN SPRINGER
CHIEF EXECUTIVE
OFFICER

SCOTT OLRICH
CHIEF OPERATING
OFFICER

STEVE SHUTE
PRESIDENT, WORLDWIDE
FIELD OPERATIONS