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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-winning book, " The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to Go from \$0 to \$100 Million " .

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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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