Sales Training II: Shortening Your Sales Cycles

November 8, 2022 11:00 am - 12:30 pm

11:00AM  Session 2: Shortening Your Sales Cycles
Learn how to set agreements up-front to gain commitments and prevent endless chasing
Joe Ippolito  
Principal  
Sandler

12:30 PM Lunch

1:30 PM Adjournment

About the Series
This session is part of MIT Startup Exchange Sales Training, a series of complimentary learning sessions designed for the Exchange’s startups and entrepreneurs. Throughout the seven series, participants will learn how to implement the most effective systems into their sales functions to scale their teams faster and more predictably to:

- Create more new business opportunities
- Close a higher percentage of those opportunities
- Close them faster and not miss forecasts and quotes
- Close them for more money where applicable