Sales Training III: Startup Sales Journey, Dos and Don’ts

December 13, 2022 11:30 am - 1:15 pm

11:30AM
Session 3: Startup Sales Journey, Dos and Don’ts
Beth Porter
Co-Founder & CEO
Esme Learning

Adam Behrens
CEO
Mori

Kevin Carlin
Chief Commercial Officer
Realtime Robotics

Gregg Carman
Chief Commercial Officer
Zapata Computing

12:15 PM
Lunch

1:15 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