



Inbound Certified

Melanie Pagar

The bearer of this certificate is hereby deemed capable and skilled in the methodology of inbound. They have been tested on best practices and are capable of applying them to develop a flywheel business model that attracts, engages, and delights prospects and customers.

Certified: Jun 29 2020 - Valid until: Jul 29 2022

Certification code: 64a7ccbd03f746c8a3b3fa1865181e67

HubSpot Academy

CEO Brian Halligan

HubSpot Academy

06/28/2020

Melanie Mugot Pagar

has successfully completed

Sales Training: Techniques for a Human-Centric Sales Process

an online non-credit course authorized by HubSpot Academy and offered through Coursera

COURSE
CERTIFICATE



  Robert L. Malta Brian W. Signorelli

Ellen Zehntner, Sales Manager at HubSpot
Jill Fratianne, Channel Sales Manager at HubSpot
Robert L. Malta, Senior Inbound Growth Specialist at HubSpot
Brian Signorelli, Director of Global Sales Partner Program at HubSpot

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Coursera has confirmed the identity of this individual and their participation in the course.



4 Courses

Sales Training: Building Your Sales Career

Sales Training: Techniques for a Human-Centric Sales Process

Sales Training: Sales Team Management

Sales Training: Inbound Business Strategy

HubSpot Academy

06/29/2020

Melanie Mugot Pagar

has successfully completed the online, non-credit Specialization

Sales Training for High Performing Teams

This specialization is intended for sales professionals at any point in their career, whether they're just starting to apply for sales jobs or leading a global sales organization. Each course follows a sales career progression, from just getting started, to mastering sales, managing sales, and executing an overall business strategy. No matter where you are in your career, this specialization will give you a new perspective on what it's like to be a sales job seeker, individual contributor, manager, and executive.

HubSpot Academy

Kyle Jepson

Inbound Sales Professor

HubSpot Academy

The online specialization named in this certificate may draw on material from courses taught on-campus, but the included courses are not equivalent to on-campus courses. Participation in this online specialization does not constitute enrollment at this university. This certificate does not confer a University grade, course credit or degree, and it does not verify the identity of the learner.

Verify this certificate at:

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HubSpot Academy

06/29/2020

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HubSpot Academy

Kyle Jepson
Inbound Sales Professor
HubSpot Academy

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HubSpot Academy

06/25/2020

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has successfully completed

Sales Training: Building Your Sales Career

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HubSpot Academy

Kyle Jepson
Inbound Sales Professor
HubSpot Academy

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HubSpot Academy

06/29/2020

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Kyle Jepson
Inbound Sales Professor
HubSpot Academy

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