



MASTERSHIP IN SALES

Winning by Design certifies that

Ikechukwu Udonsi

COURSE

Saas Sales Method

COMPLETED ON

October 2020

CERTIFICATE NO.

W1102015

has demonstrated mastership in the customer-centric approach of Sales as a Science. This student has applied the fundamentals to each phase of the sales cycle, including Question-Based Discovery, Storytelling, Demo, Proposal, Trade, and Commitment.

A stylized, handwritten signature in black ink, appearing to read 'Jacco Vanderkooij'.

JACCO VANDERKOOIJ
FOUNDER

A stylized, handwritten signature in black ink, appearing to read 'Dan Smith'.

DAN SMITH
CHIEF LEARNING OFFICER