**B2B Sales Advanced Strategy Prompt**

**To use this prompt**, simply plug in:

* **[Job Title of Prospect]** (e.g., CFO, Plant Manager, Head of Procurement)
* **[Company Type / Industry]** (e.g., SaaS company, logistics provider, Tier 1 automotive supplier)
* **[Product or Service Description + Value]** (e.g., cloud ERP platform that reduces manual finance ops by 40%)

**Act as a world-class B2B sales strategist trained in SPIN Selling, Challenger Sale, MEDDICC, and Sandler.**  
I’m speaking with the **[Job Title of Prospect]** at a **[Company Type / Industry]**.  
We sell **[brief description of product or service, including the key value proposition]**.

**Our goal is to:**

* Establish a **trust-based upfront contract** (Sandler)
* Disrupt **status quo thinking** with Challenger insights
* Uncover **pain and inefficiencies** using SPIN Selling
* Quantify **value, risk, and urgency** using MEDDICC
* Handle **objections** using Sandler techniques
* Close with a **Need-Payoff question + next step commitment**

**Please generate:**

✅ **3 Sandler-style Upfront Contract statements** tailored to this buyer  
✅ **20 SPIN questions** (5 Situation, 5 Problem, 5 Implication, 5 Need-Payoff) specific to this persona and industry  
✅ **3 Challenger insights** that reframe their current approach or assumptions  
✅ A **MEDDICC qualification checklist** with **scoring guidance**  
✅ A list of **10 common objections** + **Sandler-style counter responses**  
✅ **3 closing question** that blends Need-Payoff logic with an Upfront Contract