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Think of the best sales blogs as a farmer's almanac. The farmer's almanac provides farmers with vital information on weather forecasts, planting schedules, and recent updates to agricultural practices. And a well-authored sales blog is no different. The best blogs contain actionable advice on: This article highlights some of the best sales blogs out there on core sales topics like social selling, pipeline management, sales email outreach, and more. Best for salespeople, managers, and executives With contributions from some of the best sales experts in the world, the UserGems blog explores different topics, like account-based marketing, sales intelligence, customer success, demand generation, revenue growth, and even influencer marketing. Readers can expect to learn how to lead and manage a sales team, improve their ROI, revamp their marketing tech stack, and more. Most popular post: A No-BS Guide to Building an Account-Based Everything Program My favorite post: What is Data-Driven Customer Success (and Why It Matters for Revenue Growth)? Best for sales representatives and sales leaders The Gong Labs blog is one of the best sales leadership blogs out there. It's filled with expert tips and tricks for sales reps trying to improve their sales skills and sales leaders trying to motivate their teams. Rather than regurgitating the same old sales tips you see everywhere online, the Gong Labs blog analyzes thousands of recorded AI sales conversations to give you original insights and fresh perspectives. The blog contains in-depth articles, covering topics from how to close more 6-figure deals to how to write the perfect sales email. Most popular post: 7 Tips for Writing the Perfect Follow-Up Sales Email (according to science) My favorite post: Sales Managers: The Software Stack to Turbocharge Your Team in 2022 Best for sales representatives, executives, and managers Sales Hacker launched a community where sales professionals can ask questions, give advice, and share the latest tactics and strategies for topics like lead generation, prospecting, cold outreach, and price negotiation. Sales Hacker publishes content in a range of formats, including blog posts, eBooks, podcasts, online courses, webinars, and videos. No matter how you like to consume your sales content, there's an option for you. Most popular post: 5 Reasons Why Your Sales Contests Suck & How to Fix Them My favorite post: How to Create Sales Decks that Work in 2022 Best for salespeople John Barrows, the author of the Make It Happen blog, is a leading sales trainer for fast-growing companies like LinkedIn and Salesforce. He shares engaging and insightful sales-focused blog posts every week on the blog. They’re backed with personal anecdotes from his time as a salesperson and his current experience as a sales trainer. With these weekly sales articles, you'll learn how to book qualified meetings, deliver winning demos, increase your close rate, and more. Most popular post: How Salespeople Should Engage with Financial Buyers to Get the Deal Done My favorite post: The Power of Educating Prospects on Your Buying Process Best for sales representatives, managers, and executives