STUKENT

Certificate of Completion

This Certificate is presented to

Guanlin Zhu



Advanced Selling Simternship®

Completed on: **March 24, 2025**

This certificate signifies experience:

- Analyzing key stakeholders from previous deals
- Establishing a sales cadence
- Engaging prospects in video emails and phone calls
- Overcoming prospect objections and complaints
- Reviewing resumes and CRM data
- Creating and using a value proposition
- Reaching out to various prospects via email and social media
- Performing discovery calls using the SPIN and Challenger sales methods
- Negotiating deals with customers
- Reviewing seller emails