STUKENT

Certificate of Completion

This Certificate is presented to

Victoria Groff



Mimic Professional Selling

Completed on: **November 28, 2022**

This certificate signifies experience:

- Analyzing personal performance data and making necessary improvements
- Organizing and maintaining an effective weekly calendar
- Executing various sales analyses
- Demonstrating understanding of sales techniques by closing deals with prospects
- Developing effective value propositions
- Implementing sales skills by prospecting to a variety of potential customers
- Demonstrating active listening and designing effective questions in real-time discovery calls