STUKENT

Certificate of Completion

This Certificate is presented to

Dan Shay

STUKENT CERTIFIED

Advanced Selling Simternship® powered by Copient AI

Completed on: **November 25, 2026**

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
- Creating and using a value proposition
- Reaching out to various prospects via email and social media
- Performing discovery calls using the SPIN sales method