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will tell you their early missteps can be attributed to not finding their product market fit early enough or at all Founders overspend time and money trying to find product market fit and make false starts follow the wrong signals and struggle to generate enough revenue to scale and raise funding And all the while they never really knew who their customers were what product they really needed and why they needed it But it doesn t have to be this way and founders don t need to face it alone Through expert guidance and experienced mentorship every startup can avoid these pitfalls. The ultimate guide for building and scaling any startup sales organization Sell More Faster shares the proven systems methods and lessons from Managing Director of Techstars Austin and sales expert Amos Schwartzfarb Hear from founders of multi million dollar companies and CEOs who learned firsthand with Techstars the leading mentorship driven startup accelerator and venture capital firm that has invested in and mentored thousands of companies collectively representing billions of dollars in funding and market cap Schwartzfarb and the Techstars Worldwide Network of more than 10 000 mentors do one thing better than anyone help startup entrepreneurs succeed They know how to sell how to hire people who know how to sell and how to use sales to gain venture funding and now you can too Sell More Faster delivers the critical strategies and guidance necessary to avoid and manage the hazards all startups face and beat the odds This valuable resource delivers A comprehensive playbook to identify product market direction and product market fit Expert advice on building a diverse sales team and how to identify recruit and train the kinds of team members you need Models and best practices for sales funnels pricing compensation and scaling A roadmap to create a repeatable and measurable path to find product market fit Aggregated knowledge from Techstars leaders and industry experts Sell More Faster is an indispensable guide for entrepreneurs seeking product market fit building their sales team developing a growth strategy and chasing accelerated sustained selling success Advertising and Selling ,1921 Advertising & Selling ,1914 Hide and Leather with Shoe Factory, 1916 **Popular Mechanics** ,1942-05 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle

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