

Name: _____

Date: _____

Sales and Marketing

Y K S U Y R G U T B O O K I N G S D Y M T Z V U
U B N D N E R E F E R R A L Z D J G O V V L Z B
A F O M A R K E T I N G Q M S A T H T O C N B N
R M F N V N S L F C U S T O M E R B K P R I C E
H O Y N U I F B T C A K J F T A B E P Z P G U C
S A F R I S K C A T P F C S R R V E R T I C A L
U C V R O G U P O R T F O L I O P E L F J W O B
V C Y W W D R R L Z R U B N K L V C S O L V U C
A O R B O Q A A A P A T O U Q J V R X B S Y O G
L U W R H T D D M Y R E S I R P R E T N E C N N
U N P N X W V E V N K O B M A Y O M F R Y E O I
E T V N P T E Q U F E Z F N B Q A M W X V S I D
P K T O Y M R K V H D G N I K R G O J D M M S R
R C N I Q F T O H A J A O O T B R C V E S D I A
O L E T U C I O E D V C G T I A C E Q R E N M O
P I T C A A S L I N G W L T I T B A K Q L L M B
O E N E R K I V S A Z S M H S A A I B T A U O N
S N I J T A N F V R L A G W I A T Z L P S G C O
I T G B E I G U O B A B U L R O E I I I R A O T
T R N O R G N I C I R P P R K R A D O M T O F O
I G I J R R T E G R A T Q T K F N F E N I Y Y C
O K Y C F T S D Y T I N U T R O P P O A D T B R
N B U Y E R P E R S O N A O N E T X R T E E P P
W T B X K X U B W K H X N J C R E V E N U E G O

Valueproposition
Negotiation
Commision
Vertical
Product
Client
Sales
NetX

Profitability
Opportunity
Marketing
Referral
Account
Margin
Price

Buyingintent
Advertising
Ecommerce
Bookings
Revenue
Quota
Buyer

Optimization
Enterprise
Portfolio
Customer
Pricing
Brand
Dark

Buyerpersona
Onboarding
Objection
Quarter
Target
Bonus
Lead