



English Role Play Seller's Guide

Global Bilingual Sales Competition
Florida International University

ROUND 3

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Global Bilingual Sales Competition

Round 3 Role Play – English

Seller

You had a meeting with your manager. As you review your performance for the year, you need to close this deal to make to the President's Club. The highest recognition for professional sales executives at HubSpot.

You have now met with Dominique in two different occasions. On your last meeting, you presented your recommendation based on the SunSail needs. The solution was appealing to Dominique, but he wanted to understand better the value of your recommendation to discuss it with Pietro, their CFO.

You have been invited to a third meeting to discuss the value of your solution and its benefits to SunSail. Dominique told you that Pietro is considering participating in this meeting. However, he has a big commitment at the same time. Dominique did not call to confirm Pietro's participation, but the meeting is taking place in the next few minutes.

You have 15 minutes to present the solution from HubSpot, show the value to SunSail, overcome any obstacle or objections that may appear, and close the deal. Good luck!