



Frictionless Sales Certified

Jake Reeves

The bearer of this certificate is hereby deemed capable and skilled in the frictionless selling framework and in applying flywheel thinking to sales. They have been tested on best practices and are ready to take an inbound approach to leading a sales organization."

Valid from: Nov 7 2025 - Dec 7 2026

Certification code: de4b03c70b124eddbaaa9536e6b37446

HubSpot Academy

Yamini
CEO Yamini Rangan