

**HubSpot**  
**Academy**   
Certificate of Completion

This certificate shows that

**Melanie Bonilla**

has successfully completed and received a passing grade in

**Developing a Sales Plan**

a course of study offered by HubSpot Academy, a  
worldwide leader in inbound education.

Certificate issued on

**January 05, 2018**

  
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**Brian Halligan**  
CEO of HubSpot

  
\_\_\_\_\_  
**Mark Kilens**  
Leader of HubSpot Academy