

CERTIFICATE OF COMPETENCY

IN THE FIELD OF CUSTOMER SUCCESS

THIS CERTIFICATE IS PROUDLY PRESENTED TO

Yosetty Brown

THIS CERTIFES COMPETECNY IN CUSTOMER JOURNEY MAPPING, CUSTOMER HEALTH SCORES,
HANDOFFS, TOUCH METHODS, KPIS AND METRICS, SUCCESS PLANNING, CADENCE CALLS,
BENCHMARKING, INTERNAL STAKEHOLDER MANAGEMENT, RED ACCOUNT RECOVERY, EXECUTIVE
BUSINESS REVIEWS, UPSELL/CROSS-SELL, RENEWALS, AND CHAMPION BUILDING

K. Leonor

KEVIN LEONOR
President and Founder



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