

Greg Woodward, Founder & CEO, Woodward Strategies, A DotCom Magazine Exclusive Interview

Greg Woodward, Founder & CEO, Woodward Strategies, joins thought leaders interviewed for the popular DotCom Magazine Entrepreneur Spotlight Television Show

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Andy Jacob, CEO of [DotCom Magazine](#) interviews [Greg Woodward](#), Founder & CEO, [Woodward Strategies](#) for the Magazine's Entrepreneur Spotlight Television Series, which is featured on

The Binge Networks TV Channel as

featured on Apple TV, Amazon TV, Sony, ROKU, Samsung, LG, and many others. Greg Woodward joins other leaders selected by the editorial team of DotCom Magazine to be interviewed on the top trending show.

“

Greg Woodward has played a pivotal role in the rapid growth and turnaround of multiple companies, including two multi-billion-dollar exits. A great interview with a true leader in the space!”

Andy Jacob, CEO of DotCom Magazine



Greg Woodward, Founder & CEO, Woodward Strategies

About Woodward Strategies

Woodward Strategies is a revenue operations and inside sales advisory firm based in Washington, D.C., specializing in ramping and scaling inbound and outbound sales teams for B2B companies. Founded by Greg Woodward, the company offers management consulting services tailored for Chief Revenue Officers (CROs) and provides comprehensive training programs aimed at enhancing the effectiveness of sales teams.

Greg Woodward, the Founder and CEO, has played a pivotal role in the successful turnaround and rapid growth of numerous companies, including notably two multi-billion dollar exits. His expertise lies in understanding the psychological

aspects of sales and applying meticulous strategies to improve prospecting and sales processes.

Woodward Strategies offers insights into effective sales techniques, such as the "BS Framework" for cold calling, which helps sales representatives reduce resistance and maintain the prospect's attention. The firm also emphasizes the importance of understanding the subconscious factors influencing prospects' responses to emails, advocating for A/B testing and iterative improvements to messaging strategies.

Additionally, the company provides resources like video case studies addressing common mistakes in prospecting and strategies employed by successful salespeople to attract the market.

Overall, Woodward Strategies combines psychological insights with practical sales techniques to help B2B companies enhance their sales operations and achieve significant growth.

Greg Woodward joins other leading CEO's, founders, and thought leaders that have participated in this informative and popular interview show. In the interview with Andy Jacob, Greg Woodward discusses the newest offerings of Woodward Strategies, what makes the company different than other firms, and shares thoughts on leadership and entrepreneurship. Greg Woodward joins other leaders building strong and compelling companies that have been invited to participate in the exclusive series.

Andy Jacob, CEO of DotCom Magazine says, "The interview with Greg Woodward was amazing.



The DotCom Magazine Entrepreneur Spotlight Series-Cover Story



The DotCom Magazine Entrepreneur Spotlight Series-Featured Interview

The success of Woodward Strategies is a true testament to his expertise. It was a real honor to have Greg Woodward on the video series.

Andy Jacob says, "It's the goal of DotCom Magazine to provide the absolute best in what entrepreneurship has to offer. We have interviewed many of the world's leading entrepreneurs in their respective field. It takes amazing leadership to build a company like Woodward Strategies. There are so many powerful and talented entrepreneurs throughout the world, and I am extremely fortunate to interview the best of the best. I always come away humbled by how many talented people are building amazing companies. As we scout the world for interesting entrepreneurs and companies, it is always a wonderful experience to meet leaders like Greg Woodward who are forging an incredible path for others. At DotCom Magazine, we believe entrepreneurs are the heartbeat of the world. We believe it is a world where risk takers must be lauded, saluted, and respected. Successful entrepreneurs get up every morning and give an amazing effort. We salute the business leaders of this world like Greg Woodward".

ABOUT DOTCOM MAGAZINE

DotCom Magazine is a leading news platform providing fascinating interviews with news makers, thought leaders, and entrepreneurs. DotCom Magazine is the leader in putting people with insatiable entrepreneurial spirit at the forefront of every story it covers. The Entrepreneur Spotlight Interview Video Series looks at business through the lens of a successful entrepreneur's mindset. The Entrepreneur Spotlight Series has included high-profile leaders, including Inc 500 founders, Ted Talk presenters, ABC Shark Tank participants, venture backed visionaries, prolific CEO's and Founders, and many other wonderful thought leaders and entrepreneurs. DotCom Magazine covers Founders and CEO's making a difference. Regardless of who the entrepreneur is, where



The DotCom Magazine Game Changers Edition



The DotCom Magazine PR Issue

they live, or what they are doing, if it is interesting and newsworthy, DotCom Magazine covers it. In selecting entrepreneurs for this important video series, we consider the newsworthiness of the story and what our viewers want to learn about. If something is important to our viewers, it is important to DotCom Magazine. The people at DotCom Magazine believe in including a diverse range of entrepreneur voices in our interviews, and actively pursuing entrepreneurs making a positive difference in the world.

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