SAASY SALES MANAGEMENT

EXPERT INSTRUCTION

POWERFUL COMMUNITY

ACCELERATED SALES

SAASY SALES MANAGEMENT

SaaSy Sales Management provides training, mentoring, and community to accelerate the development of SaaSy sales professionals. With courses developed by leading practitioners, SaaSy Sales Management is the #1 global SaaS sales training and coaching provider.
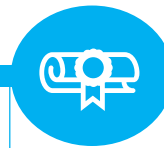
The SaaSy Process:

1-3 Day Bootcamp

- Intensive interactive training
- 'First Principles' understanding of the topic
- Classroom delivery, role play, and post-workshop templates & materials

Virtual Check-in

- Zoom video conference 30 days after the course
- Reinforcement of information learned

Course Testing & Certification

- Industry recognized certification

Ongoing Support

- Online community and forums
- Bi-monthly group case studies
- Quarterly meet-ups (San Francisco & NYC)
- Monthly development groups

Features & Benefits

Classroom Training

1-3 day in-person, highly interactive sessions with less than 20 people

Benefit:
- Opportunity to practice new skills in a safe environment and learn from peers
- The development of new networks to support growth and development

Certifications

Post workshop testing for certifications

Benefit:
- Graduates have industry recognized proof of knowledge gained which can lead to faster promotions
- Graduates have a true sense of accomplishment

Community Forum

Closed online forum with electronic resources and peer knowledge sharing

Benefit:
- Members can solve problems faster by accessing shared peer knowledge
- Members can complete new initiatives better with access to proven templates and best practices

Ongoing Support

30 days after the workshop, graduates attend a Zoom video meeting check-in. They are also invited to join a small group who meet monthly to set goals, address challenges, and grow together.

Benefit:
- Retention of key principles
- Brain trust of peers who support decision making and problem solving
- Ongoing accountability and professional growth

Courses

Our courses have been created in consultation with leading practitioners and are reviewed annually by a 'Fellows' committee from the industry.

Each course is built to deliver a 'first principles' understanding of the topic, which may be applied to any stage of a company. Bootcamps include standard classroom delivery, experiential role plays and post-workshop templates and materials.

We provide the following courses:

Sales Engineering Management
Sales Engineering (Individual contributor)
Sales Management (front line AE)
VP of Sales (<$50M ARR only)
Sales Enablement
Sales Operations
Sales Development Management
Customer Success Management (Individual CSMs)
Channels and Partnerships (Exec strategy)
Channels and Partnership Management (Individual contributor)
Sales Development Management

SAASY SALES MANAGEMENT

Instruction by Industry Leaders

Our instructors have at least a decade of experience and currently work in the field full-time or are active consultants. They are passionate about developing SaaS sales leaders to their full potential.

MATT CAMERON

- Managing partner at SalesOps Central and founder of SaaSy Sales Management
- Regular speaker and columnist on the topic of SaaS sales leadership
- Formerly the WW Head of Corporate Sales at Yammer and RVP of Enterprise Sales for Salesforce.com

MISHA McPHERSON

- 20 years in the technology industry
- 10 years of sales and 10 years of SaaS Sales Training & Enablement
- Has built scalable and predictable programs at Yahoo!, HotJobs, Monster.com, Yammer (acquired by Oracle), Spreadfast, and Mixpanel

STEPHEN MORSE

- 25 years in the technology industry
- 15 years of SE Leadership experience creating and leading global SE teams at Salesforce, Box, Mixpanel, Siebel, and mParticle
- Has built innovative and effective Sales Engineering management strategies and programs for SaaS teams

SaaSy Values
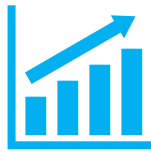
Performance

- We accelerate sales with world-class SaaS best practices.
- We provide the first principle behind sales transformation.
- We equip and motivate SaaS professionals to maximize their careers and SaaS sales.

Leadership

- We build the best teams and inspire the best outcomes.
- We educate and support a community of leaders.

Well Being

- We cultivate greater awareness, balance, and resilience in a changing world.
- We have transformative impact on SaaS professionals and the industry.

Testimonials

> ❝
>
> The programs that my team and I have attended were excellent and actionable. The SaaSy team also provides ongoing support for questions and mentoring that goes beyond the training and I would argue is as valuable as the time spent together.
>
> **Roy Ranaani**
> CEO, Chorus.ai

> ❝
>
> I walked around with the SaaSy binder for the first 6 months of my new VP role as though it were my bible! Practical, practical learnings and frameworks.
>
> **Erica Rabb**
> VP Commercial Sales, Salesforce.com

> ❝
>
> **It's so good I've made it mandatory for all my managers to attend** their Frontline training. Do not miss out on this one.
>
> **Tito Bohrt**
> CEO, AltiSales

> ❝
>
> Hands down the best in-person frontline manager specific training I have ever done.
>
> **Michael Tuso**
> Head of enablement, ChiliPiper

> ❝
>
> **This was an epic two days.** Packed with learning and ideas. I highly recommend this to any manager looking to level up."
>
> **Scott Britton**
> CEO, Troops.ai

> ❝
>
> This training was an absolute game changer for me transitioning from an IC role into management.
>
> **Will Evans**
> Senior Manager, Splash

Elevate your sales team

Sign up today

http://saasysalesmanagement.com/

(415) 349-0326

Email:

SAASY SALES MANAGEMENT