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OUT WHO MADE IT ON TO OUR LISTS OF SALES
LEADERS AND SALES OPERATIONS EXECUTIVES

IN THIS ISSUE
**THE TOP
100**

**SALES LEADERS AND
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HOT TOPICS



**THE FUTURE
OF SALES**

The people, trends and technologies shaping the
long-awaited evolution of the sales industry



THE TOP 100 SALES OPERATIONS & ENABLEMENT EXECUTIVES





The story goes that when Xerox first established a sales operations group in the 1970s to support with sales planning, compensation, forecasting and territory design, its leader Patrick Kelly, described his role as, “all the nasty number things that you don’t want to do, but need to do to make a great sales force.”

Fast forward to today and the sales operations or ‘sales ops’ function is the cornerstone of any effective sales organization.

In fact, some have gone as far to say that, given the importance of strategic analysis that links sales data to operations, that there will be an SIO, Sales Information Officer in every major sales organization.

As the trend towards data and automation grows in strength within the sales industry, sales ops leaders will only grow in stature and importance.

The diversity of the role requires sales ops professionals to be simultaneously strategic, process-driven, analytical and collaborative, to best enable the sales team to deliver results.

Hot Topics collaborated with Collective[i], the fastest growing and most important network in sales, to determine the top sales operations and enablement executives globally, based on the following criteria:

1. Ability to remove friction from the sales process;
2. Commitment to leadership development and training;
3. Ability to support a matrix, global sales organisation and allocate territories, accounts and incentives accordingly;
4. A commitment to the use of data and insight to enhance the sales process; and
5. Ability to adapt and innovate in a buyer centric world.

Alfred Zwirner	ABB Ltd	Robert Moon	Box
Jenny Grossman	Accenture	Patrick Sweeney	Brocade Communications
Stephen Frieder	Adobe	Dennis Kozak	CA Technologies
Matthew Miller	ADP	Anne Ireland	CDW
Scott Gifis	AdRoll	Mark Patterson	Cisco Systems
Shafiq Amarsi	Amazon Web Services	Scott Romesser	Citrix
Pablo Dominguez	AppNexus	Erika Goldberg	Clear Channel Outdoor
Mark Smith	Arista Networks	Manish Jindal	CloudFlare
Alex Parker	AT&T	Dan Carr	Comcast Business
Julie Sokley	Autodesk	Nicole Aste	Condé Nast
Jesse Allen	Bank of America	Phil Coxon	Criteo
Eugenia Gibbons	BBVA	John Byrne	Dell EMC
Jack Baxter	Bloomberg LP	Kristen Shovlin	Delta Airlines
Dan Streetman	BMC Software	Scott Barmmer	DocuSign



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Manish Jindal
 CloudFlare
 Head of Sales Operations + Sales Development

“Finding the next customer is the challenge of every sales team, thus technology that surfaces the right person, at the right company, at the right time, and with the right message will change the way sales people prospect.”

Marc Bondi	Dow Jones & Company
Yamini Rangan	Dropbox
Bill Weber	Eaton
Biju Baby	Equinix
Kelli Stephenson	Experian
Alvin Bowles	Facebook
Terry Owen	Fastenal
Bobbi Landreth	FedEx
Jim Corcoran	First Data
Dave Howard	FIS
Michael Sample	Fiserv
Elizabeth Lages	Flexera Software
Peter Krasniqi	Foursquare
Ian Petersen	Frontier Communications
Brian Martin	Gartner
Wendy Bradley	GE
Purnima Jandial	Genesys
Linda Ludewig	Getty Images
Rebecca Wahl	Google
Pam Wright	Hertz
Michael Fino	IBM
Richard Ganley	Informatica
Bryan Bayless	Intel Security
Jim Parker	Intralinks

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Pablo Dominguez
AppNexus
Vice President, Global Business Operations

“The question is; is there a better way for people with data driven insights to provide an actual forecast number that is more accurate versus wasting commercial team’s time? The answer is undoubtedly yes.”

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Mark Jackson	Intuit
Kevin Starner	Iron Mountain
Jim Kaboski	Johnson Controls
Clay Blanchard	LinkedIn
Bob Meindl	Lockheed Martin
Ken Wyckoff	McKesson
Jim Vogl	Medtronic
Robert Peralta	NBC Universal
Jane Vaillancourt	NetApp
Denise Woodside	Office Depot
Rich Geraffo	Oracle
Mark Ouellette	Pitney Bowes
Chris Fris	Ryder
Steve Pickle	Salesforce.com
Derek Grant	SalesLoft
Travis Warren	Samsung Electronics
Ken Hamel	SAP
Guillaume Schoebel	Schneider Electric
Peter Giordano	Simulmedia
Clint Slusher	Sprint Nextel
Ed Ludwigson	Staples
Jaime Contreras	Starwood Hotels & Resorts
Steve Tchejeyan	Symantec
Jackson Tingley	T-Mobile USA

Stephen Walker	Taboola
Laurie Schrager	Tealium
Zean Nielsen	Tesla Motors
Sudhir Khambete	Thermo Fisher Scientific
Lee Wood	Thomson Reuters
Amy Van Atta Slater	TiVo
Dustin Markowski	Totango
Jairaj Sounderrajan	Twilio
Bill Tatnall	Unisys
Myron Williams	UPS
Jay Kvasnicka	US Foods
Patrick Burke	USA Today
Matt Cain	Veritas
Nancy Clark	Verizon Wireless
Wes Simpson	VMware
Nadiah Malik	Vodafone
Rob Laughlin	W.W. Grainger
Brian Kunar	Wells Fargo
Eliot Hamlisch	Wyndham Worldwide
Nicolas Lihou	Xerox
Dennis Dube	YP
Miguel Noguero	Zebra Technologies
Chat Joglekar	Zillow Group
Eric Speciel	Zuora

“Machine learning and artificial intelligence are poised to disrupt the sales profession. Infusion of these technologies into the sales process will drive deeper insights into customer preferences that transcend the limitations of conventional human learning.”

Yamini Rangan
Dropbox
Global Head of Revenue & Operations



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