

TODAY'S WEBINAR

The Über Sales Rep

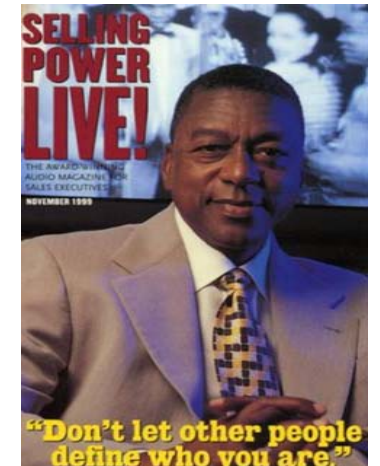
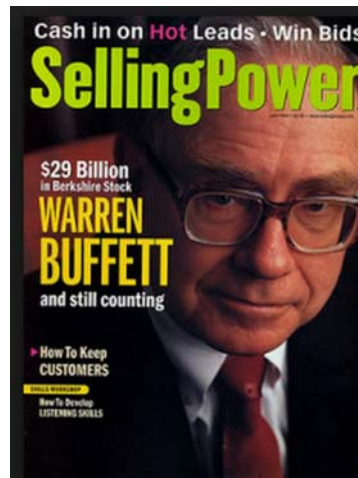
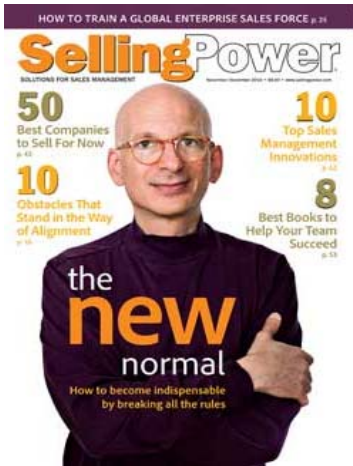
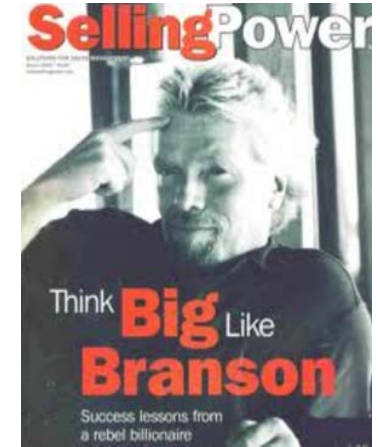
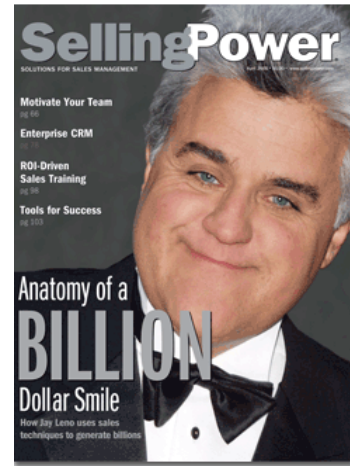


Gerhard Gschwandtner
Founder and CEO
Selling Power



Russ Banham
Financial Journalist
& Author

America's # 1 Sales Magazine



Trends that change our world



2.0 Trends





Global Digital Transformation

The future of the sales profession:

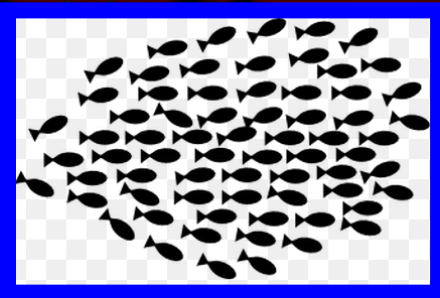
- **Gartner predicts that by 2020 85% of the interactions between businesses will be executed without human intervention**
- **Of the 16 million salespeople in the US, there will only be 4 million left**



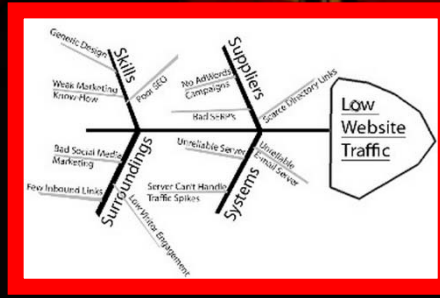
Data is the new oil

Data is the new oil

Organize

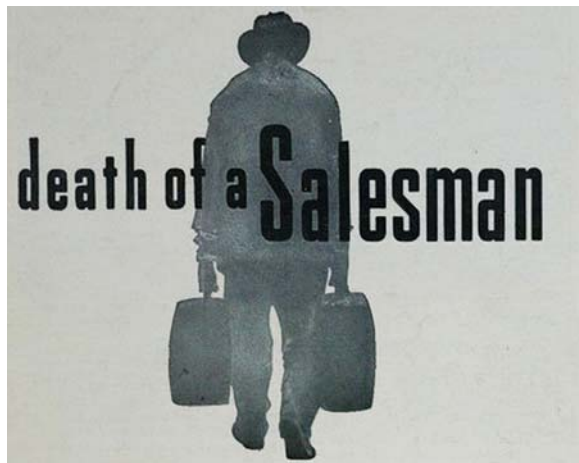


Analyze

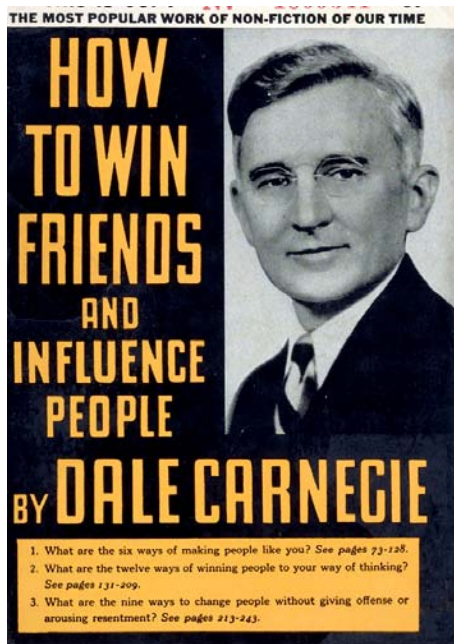


Monetize





From Book learning to Social Learning



100+ Colleges teach professional Selling



2013 SEF TOP UNIVERSITIES FOR PROFESSIONAL SALES EDUCATION

TOP NORTH AMERICAN SALES SCHOOLS:

	Graduate Program	Specialty Area	Competition	Participant Internship Required	Total Faculty	% of Job Placement		Graduate Program	Specialty Area	Competition	Participant Internship Required	Total Faculty	% of Job Placement
Auburn University		▲			2	*	University of Akron	▲	▲	▲	▲	5	100
Ball State University	▲	▲	▲		4	90	University of Alabama	▲	▲	▲		5	100
Baylor University			▲	▲	5	100	University of Alabama at Birmingham			▲		7	80
Bradley University			▲		3	100	University of Arkansas at Little Rock			▲		2	*
California State University, Chico		▲	▲		9	90	University of Central Florida			▲		5	100
California State University, Fullerton	▲	▲	▲		5	90	University of Central Missouri		▲	▲		2	*
Central Michigan University			▲	▲	5	100	University of Central Oklahoma		▲	▲		7	100
Clemson University			▲		3	100	University of Cincinnati	▲		▲		10	95
College of New Jersey, The		▲	▲		1	70	University of Connecticut		▲	▲	▲	4	100
Concordia University – St. Paul			▲	▲	*	*	University of Dayton		▲	▲		5	92

The Uber Rep



Insight



50%



90%



Top Apps for Sales

- 1. Lead Management**
- 2. Automated dialers**
- 3. Marketing Apps**
- 4. Mobile Apps**
- 5. CPQ**
- 6. Comp Management**
- 7. Gamification**
- 8. eSignature**

Salespeople are co-creating the future



Q & A

For more information visit

www.XactlyCorp.com

www.SellingPower.com