

**JAKEDUNLAP**

SALES GROWTH LEADER

# JAKE DUNLAP

designs repeatable, sustainable sales models and processes that outperform industry standards.



- + Founder & CEO of Skaled Consulting
- + Former VP of Sales at Glassdoor (acquired by Recruit Holdings for \$1.2 billion)
- + Former VP of Sales at Nowait (acquired by Yelp)
- + Former Head of Sales + Customer Success at Chartbeat

**Forbes**

**glassdoor®**

Featured In

**THE GARYVEE  
AUDIO EXPERIENCE**

**ringDNA**

**SALES HACKER**

## Notable Speaking Engagements

- + Salesloft's Rainmaker Conference - Featured Speaker
- + Innovacorp Annual Sales & Marketing Conference - Featured Speaker
- + Traction Conference - Featured Speaker
- + Sales Acceleration Technology Summit - Featured Speaker
- + Sales Enablement Soiree at Salesforce's Dreamforce - Panelist
- + SalesHacker - Panelist



**19k+**  
FOLLOWERS

LinkedIn is Jake's primary channel, and it's no wonder LinkedIn is also a Skaled client. This is the best platform for networking and scaling, and when you connect with Jake, you'll see why.

# Speaking Topics + Workshops

## Creating An Online Presence That Drives Revenue

**LinkedIn secrets from LinkedIn's Sales Growth Leader.**

Your LinkedIn profile isn't your online resume, and nobody wants to talk to you (let alone buy from you) because you won a Q2 sales award in 2016. Prospects care about what you can do for them, how you specifically will help them, and why you're the person best qualified to do so. In this presentation, Jake will help you use your personal brand to drive sales. Topics include personal branding, customer insights, and online advertising.

## The Forefront of Sales

**Modernizing your sales process to sustain scalability.**

Many sales organizations are stuck in the 90s. It's a sad truth, but it's also an opportunity for you to crush your competition. In this presentation, Jake lays out the most cutting-edge advancements and tricks for building a sales organization on the forefront of information and technology. Topics include social media, digital marketing, trends, and forecasts.

## Built 2 Skale Sales Team Workshop

**Build your optimal sales organization and model for peak performance.**

To create an optimal sales organization that operates at its peak state, it's critical to strengthen every single link. During this intensive 3-day experience Jake and special guest experts lay out tools that will have your sales organization working as a well-oiled machine. Jake and his team will help you customize and activate your optimal, sustainable sales process to keep your company running at its peak state. 360 breakout sessions also include team-building, leadership, and personal development.

## LET'S PUT A MEETING IN THE BOOKS

Jake customizes all presentations and workshops based on your specific needs, interests, and timelines. To book Jake for your next event, contact him at [jake@skaled.com](mailto:jake@skaled.com).

