

# Get to Know Your HubSpot Sales Team



# Partner Team

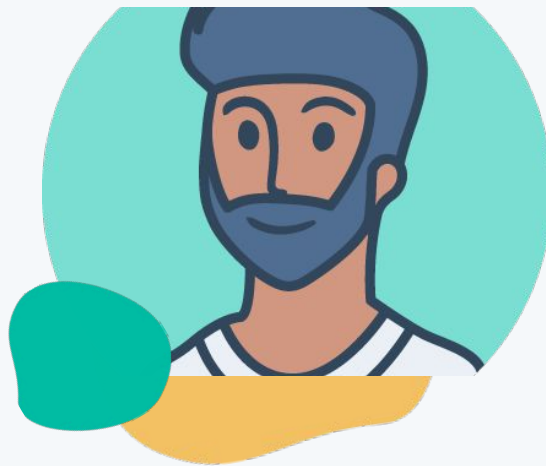
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## Partner Development Managers (PDMs)

*Your first stop for anything HubSpot sales or partner related*

Can help with

- Navigating the HubSpot sales organization
- Sorting out lead registration issues
- Strategic selling advice
- Pricing and packaging
- General partnership related questions



Find contact information in the additional resources to this training.

*If it's related to a specific sales opportunity, make sure to have attempted to register the lead first.*

# HubSpot Sales Team

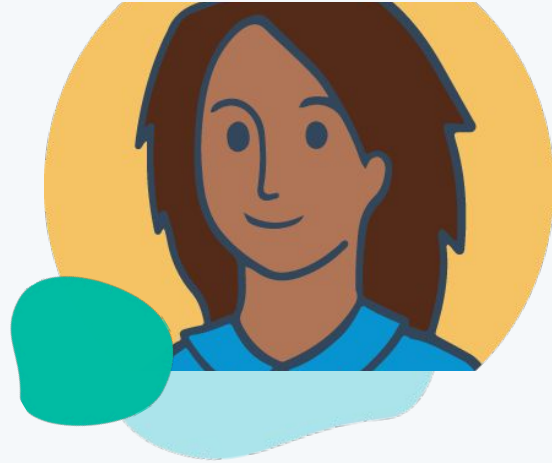
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## Growth Specialists (GSs)

*HubSpot's direct sales team*

For specific sales pursuits, can help:

- Generate price quotes and deal paperwork
- Ensure prospect-Hubspot fit
- Lead HubSpot demos when needed
- Line up additional HubSpot deal support, such as solution engineering

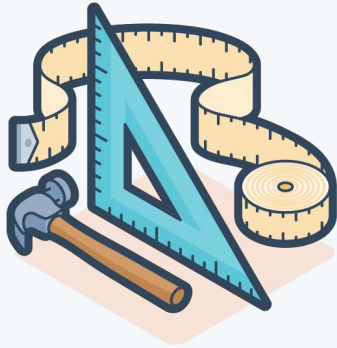


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*Make sure to have attempted to register the lead before contacting*

# An effective HubSpot sales process includes:

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- understanding your prospect's needs for HubSpot
- diagnosing the right HubSpot-related solution
- demoing HubSpot features and benefits along with your services
- pricing and packaging accurately and profitably
- appropriately setting customer expectations
- closing the deal



Whether you are new  
to sales or a  
seasoned sales pro,  
we are here to help



# HubSpot



HubSpot

Provider

SOLUTIONS PARTNER  
PROGRAM