

Tactical Tips for Career Advancement

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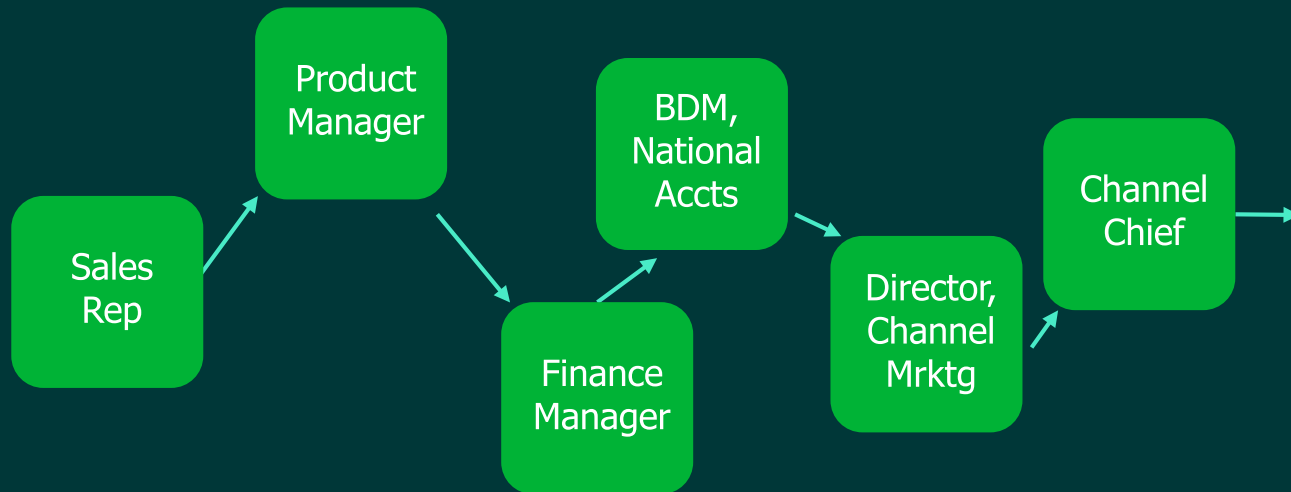
Define the end goal

- Brings you joy
- Inspires you
- Scares you



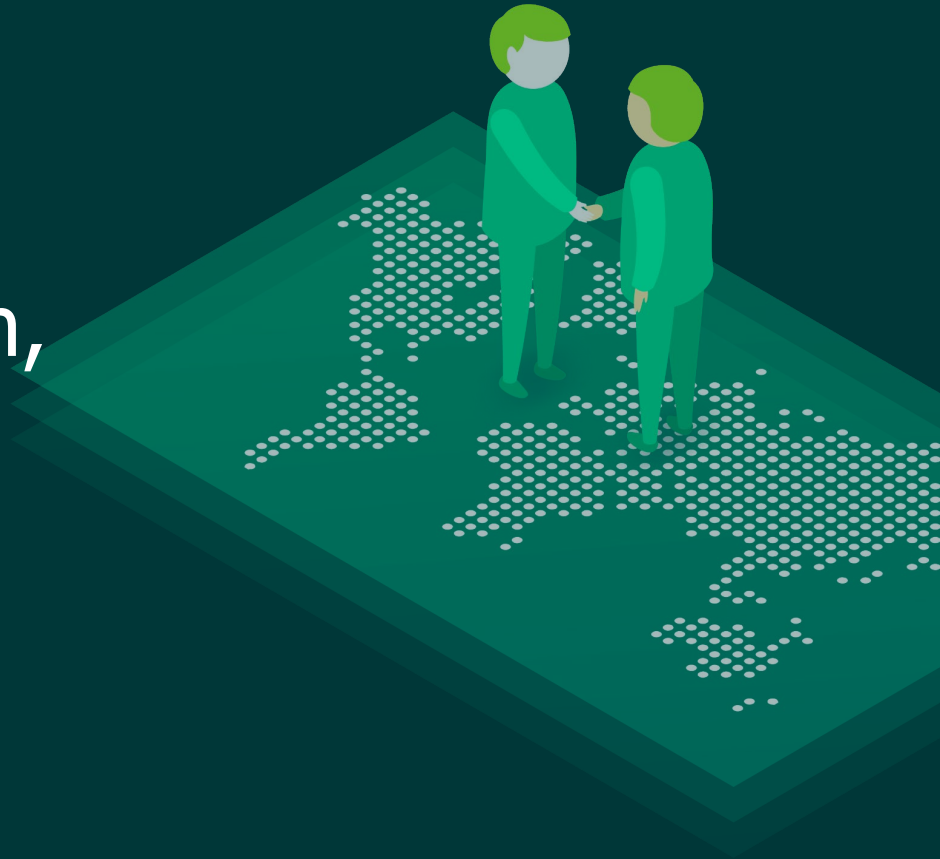
The path to success

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Networking

- Show up
- It's not about you
- Start the conversation, then zip it



Email etiquette



Use a greeting, salutation and email signature.



Know your audience, respond timely, keep it brief.



Know when to pick up the phone.



Use out-of-office wisely.

Presentation skills

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Know your audience and share your presentation with stakeholders



Less words, more graphics/numbers, transitions/animations



Speak up, be aware of the mic, use a clicker



Be cognizant of time

Know your numbers

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320K

Customers

59K

Partners

963M

2018 Revenue

1.080B

2019 WW Sales
Quota



Know your product

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What does it
do?



Features and
benefits



Customer pain
points



Target audience
and messaging

Know your roadmap



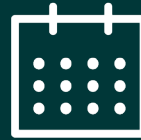
- 2019 will be a transition period
- One product update per quarter
- Focus on SMB
- Investment in EDI, container storage solutions
- Address solutions that include cloud native and NoSQL
- New product announcement in Q4

Mentoring like a boss

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Chose wisely



Meet consistently



Have more than one



Have an agenda



Make the ask



Check the goal

Always be selling...yourself

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- Be your best
- Every moment is an opportunity to shine
- Say yes first, then figure it out
- Be mildly uncomfortable...all the time
- Ask for guidance
- Stay true to yourself



Thank you