



Meet the Visionary Game-Changers



Special Edition Series of
Coffee Break with Game-Changers
with your host **Bonnie D. Graham**

Presented by 

Meet The Visionary Game-Changers,
Presented by SAP
Archives Available
May 28th 2015: Social Selling: Is Your Quota A Click Away

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The buzz: Quota! A 2013 Aberdeen Social Selling study revealed that 64% of sales teams using Social Selling met quota, compared to 49% who ignored social media. This raises critical questions for your company. Is Social Selling a trendy sales tool for Millennials or a personality-booster for ambiverts / inverters? Can a seasoned or newbie Salesperson succeed without a digital footprint? Is Social Selling an excuse to kill time online instead of cold-calling or cold-emailing? Is it more effective in certain industries and regions? Perhaps most important, does your Sales team need a social media s

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Featured Guests



Jim Fields
Jim Fields is Vice President of Customer Experience Marketing for SAP, where he is responsible for innovating new models of engagement and generally finding margin between the organizational silos.

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Guest Image

Kirsten Boileau
In her role as Global Head of Digital Enablement, Kirsten Boileau is focused on the development and implementation of training and enablement programs that drive better digital experiences for SAP's customers.

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Kurt Shaver
Kurt Shaver is CEO of The Sales Foundry, seven-year old a training company specializing in social selling training. As a former corporate sales rep and VP of Sales, Kurt knows what it takes to reach executive decision makers as well as how to implement new skills across a sales organization.

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