



SALES ENGAGEMENT

masters

POWERED BY  Skaled

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Sales Engagement Masters: Our Time to Adapt



JAKE DUNLAP
CEO, SKALED
skaled.com

A blue-tinted photograph of a group of business professionals in an office setting. Several people are visible, some in the foreground and others in the background, all appearing to be engaged in a meeting or discussion. The image has a monochromatic blue color scheme.

Have we been stagnant?

**WE HAVE TO
ADAPT TO OUR
CUSTOMERS NEEDS.**

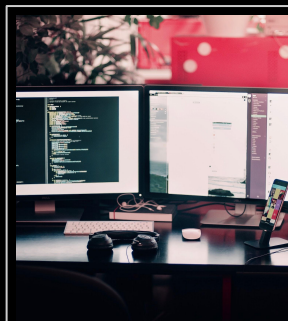




Now, we have



New Buyers



New Technology



New Mediums



There are now **128m business emails** sent per day.

There are now **936m sales calls** made per day.

EFFECTIVENESS OVER EFFICIENCY

IT TAKES HARD WORK

DO

- Research your customer
- Connect with your customer
- Be an expert on your customers current problem
- Use technology to optimize your process, not take over it

DON'T

- Think one size fits all
- Send mass messages with the same generic messaging
- Half ass your effort.

**YOU HAVE THE
ABILITY TO CREATE
CHANGE**



#ASKJAKEANYTHING

INCREMENTAL CHANGES OR MONUMENTAL LEAPS

THANK YOU



Jake Dunlap
/in/jakedunlap



@JakeTDunlap



/jakedunlapsales



@jake_dunlap_



#ASKJAKEANYTHING



Connect with our speakers on LinkedIn

Jake Dunlap, Keynote:

<https://www.linkedin.com/in/jakedunlap/>

Aly Ray Thompson, MC:

<https://www.linkedin.com/in/alrray/>

Daniella Bellaire, Session 1:

<https://www.linkedin.com/in/daniellabellaire/>

Kevin 'KD' Dorsey, Session 2:

<https://www.linkedin.com/in/kddorsey3/>

Molly Mitchell, Session 3:

<https://www.linkedin.com/in/mollylmitchell/>

Ken Amar, Session 4:

<https://www.linkedin.com/in/ken-amar/>

Jeremy Leveille, Session 5:

<https://www.linkedin.com/in/jeremyleveille/>

Scott Leese, Session 6:

<https://www.linkedin.com/in/scottleese/>

Justin Welsh, Session 6:

<https://www.linkedin.com/in/justinwelsh/>

Courtney Johnson, Panelist:

<https://www.linkedin.com/in/courtneynjohnson/>

Nathan Manning, Panelist:

<https://www.linkedin.com/in/nathancmanning/>

Tenny (Wan) Tagg:

<https://www.linkedin.com/in/tennywan/>