

Sales StackUp

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Namely  HR for Humans

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My Background



Michael Manne VP, Sales

- 8+ Years in Enterprise Sales
- Employee #26 at Namely
- 4 Funding Rounds, 500+ Customers
- Grew Sales Team from 6 → 40

The Leading HR Platform for Mid-Sized Companies



Modern HR

A flexible employee database with time off, reporting, and a social news feed.

Full-Service Payroll

Namely handles your payroll taxes, W-2s, 1099s, and ACA reports.

Benefits Administration

Make enrollment simple, and automatically send elections to carriers.

Talent Management

Paperless onboarding, goals, performance reviews, and more.



Namely: By The Numbers

New York | San Francisco | Austin | Atlanta

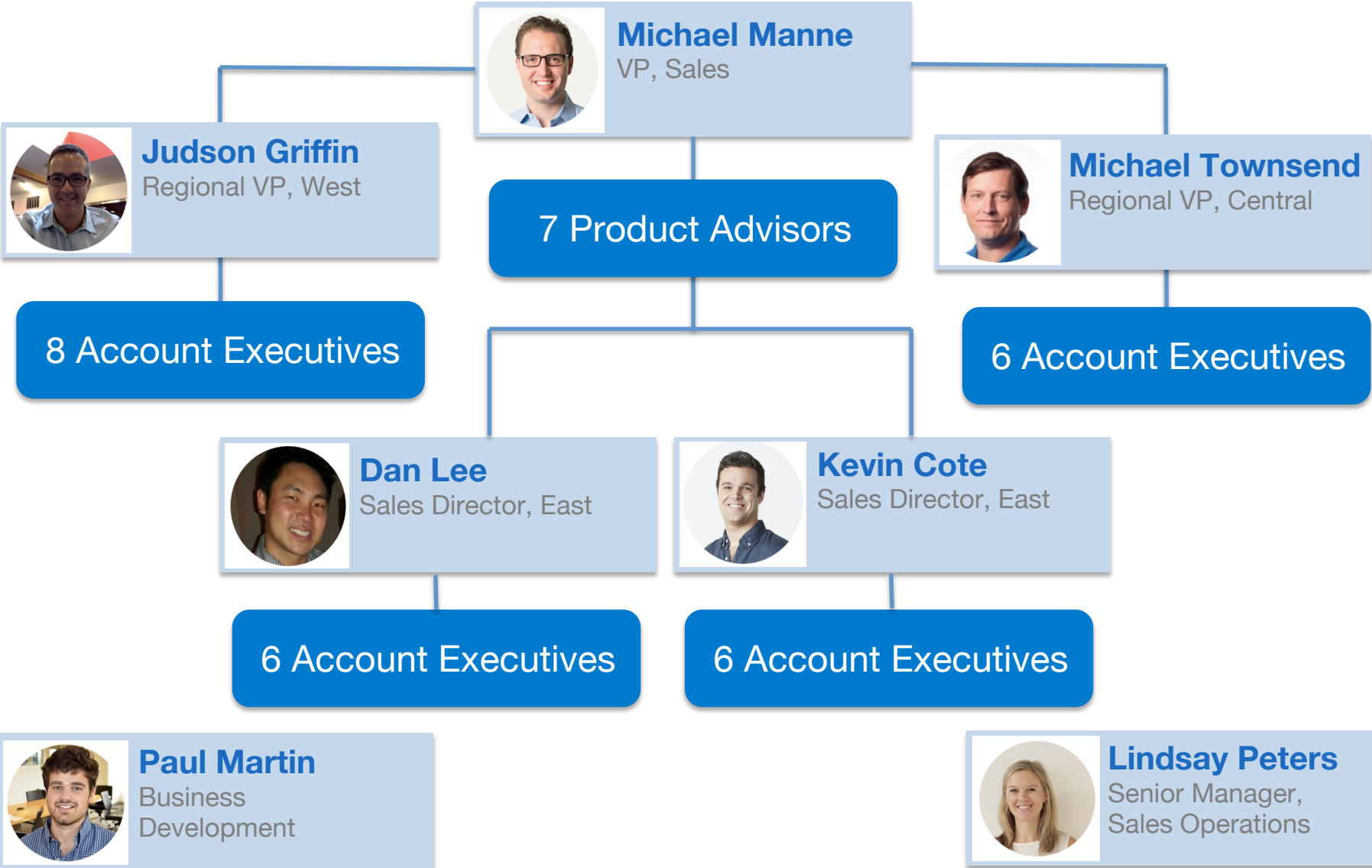
350+
Employees



\$107.8M
Funding

600+ clients | 120,000+ users | 25+ countries | \$3.5B+ in annual processed payroll

Sales Structure



Recruiting + Hiring



Background

Understand Experience, Business Acumen, and Aptitude



Communication

Evaluate Coachability, Communication, and Collaboration Skills



Perspective

Express Passion, Positivity, and Persistence In Everything You Do

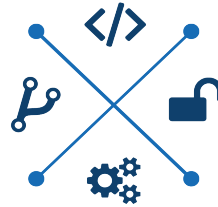


Knowledge

Continuously Learn, Implement, Adapt



Onboarding



ENGAGE Namely



Week 1

- Company Onboarding
- Team Overviews
- Security Training
- Application Setup

Weeks 2-4

- Sales Academy
- Product Enablement
- Sales Stack
- Shadowing + Role Play

Weeks 5-6

- Lead Gen
- Opportunity Qualification
- Product Practice

Weeks 7-8

- Opportunity Conversion
- Product Evaluation



The Sales Stack

CRM



Marketing



Email Automation



Document Management



Analytics



Conferencing



Contracting



CPQ



List Building



Social Selling



The Sales + Marketing Funnel



Thank You



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