

Damian Thompson

Sales Coach. Chief Revenue Officer at Salesability

Auckland, , NZ

Founder of Salesability (@AbilityToScale) Expanding Software, SaaS & Service Startups Sales Ability for Scalability.

Biography

Damian helps companies Scale from 6-figures to 8-figures and beyond by Expanding their Sales Ability. Focusing first on "leveling up" Founders sales skills & techniques while developing the behaviors, attitude, & expertise of sales champions. Then creating the strategic sales approach (process, methods, tactics,) their unique market requires. Helping Companies GAIN customers faster & RETAIN them longer. Sales Sage. Profit Prophet. Goal Guru. He has scaled multiple companies from Low 6-figures to 8-figures in 2 years or less and led the sales growth strategy for the first ever WiFi company based out of Asia that IPO'ed AFTER the tech crash in 2001. Grew sales 850% in 2 years from \$200k to \$1.9M taking a software company from unranked to 2nd in marketshare in New Zealand. Turned around a software firm in Australia, growing 305% from \$4.2M to \$17M in 2 years by recruiting and leading a brilliant team of sales & marketing professionals that reversed negative growth and moved from fourth position to market leadership. He is currently spear-heading North American growth (& directing global Enterprise strategy) for Ground Labs. With a 500% Growth goal in 2 years... and they'll do it.

Industry Expertise

Business Services, Information Technology and Services, IT Services/Consulting, Computer Software

Areas of Expertise

Sales & Marketing Automation, Demand Generation, Content Marketing, Sales, Sales Management, Sales Coaching, Saas (Software as A Service)

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