Fiachra Ó Comhraí

Founder at PipelineCheck.com

Ireland, , IE

Supercharge your B2B sales team with secrets from salesforce.com and other successful startups.

Biography

With 15 years experience in IT sales, including 10 years in salesforce.com where he served as Vice President of Corporate Sales, Fiachra has worked with hundreds of sales directors, service directors and CEO/Owners on the best way for them to use technology to make their organisations successful. He can help to demystify "Customer Relationship Management" and related technology to business users as part of a project launch or through smaller workshops. He is founder and CEO of PipelineCheck.com a company that is using the power of online game techniques to make better sales people. He is an engaging presenter and prepares with clients to ensure he meets the brief.

Availability

Keynote, Moderator, Panelist, Workshop, Corporate Training

Industry Expertise

Computer Gaming, Computer Software, IT Services/Consulting

Areas of Expertise

Marketing Strategy, Gamification, Sales, B2b Sales, Startup, Forecasting, Sales Management, Sales Motivation, CRM

Event Appearances

Selling for start-ups
A presentation to the Lean Camp Dublin conference for start-ups.

Education

Coláiste Mhuire (Cearnóg Pharnell)

University College Dublin
Bachelor of Business and Law Business and Law

Accomplishments

VP, Salesforce.com

Became VP of Sales in Salesforce.com EMEA. Worked with some of the best sales and service professionals internationally to formulate how they would use technology to execute their strategies.

Marathons

Completed marathon in May, 2012 - first ever! Then did a second in October in just under 4 hours; third one wasn't so much fun !

PipelineCheck.com founder

PipelineCheck.com develops solutions to improve the performance of sales people using game techniques. PipelineCheck.com has been identified as a High Potential Startup by the national enterprise development agency, Enterprise Ireland. It has been nominated for a startup award at the Europas (European Tech Startup Awards) and accepted by Dublin Institute of Technology onto its Hothouse Accelerator Program.

Testimonials

Multiple Speakers

"Today was fantastic" - Vodafone "Really, really useful" - AA "Great Speakers" - Trend Micro "I thought it was absolutely brilliant" "It was a great day" Fireeye "I thought today was great" IBM

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