

Kim Walsh

Global Vice President at Consulate General of Canada (CTA Boston)

Boston, MA, US

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Biography

Kim serves as Global VP, HubSpot for Startups, a business designed to help startups grow and scale. She was formally the Head of Enterprise Sales, West Coast for HubSpot in Cambridge, MA. Kim joined HubSpot in 2010. Since then, the company has grown from 800 to more than 30,000 customers and from 50 to more than 2,500 employees. As head of sales, Kim launched the GTM strategy, built the operating model and expanded the team, globally. Prior to joining HubSpot, Kim led global sales for a technology-based startup footwear company, SpringBoost. Kim has an MBA from Babson College and was a finalist in the MIT 100K business challenge. She grew up in Alberta, Canada and ventured to the United States on a soccer scholarship after playing for her country.

Industry Expertise

Business Services

Areas of Expertise

Analytics, Social Media Monitoring, SEO, Marketing Automation, Growth, Startups, Inbound Marketing and Sales, SaaS Software Sales, Blogging, Database Marketing

Affiliations

CENE - The Canadian Entrepreneurs in New England : Partnerships Chair, Babson Boston Board : Board Member, MassChallenge : Mentor/Judge

Education

Babson College

M.B.A. Business Administration and Management, General

University of Maine

B.S. Business Administration, General

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