



Nick White

Sales Manager at Top Hat

Having worked at Top Hat and Salesforce as both an individual contributor and as a sales manager / team lead in the last 4 years, I have experience driving revenue as well as scaling sales teams.

How can I help: I have experience providing advisory services to other Toronto startups involving their sales strategy, go-to-market approach, sales rep scripts and playbooks. I have also provided advice and training to founders and sales reps on how to tackle their market, grow deals within their space, and improve sales abilities. Familiarity with deal sizes between \$2k and \$400k+ in ARR. Experience in full sales cycles from prospecting, closing, upselling, and account management, having sold over \$3M at Top Hat in the last 3 years. Also responsible for hiring, onboarding, developing and training sales reps.