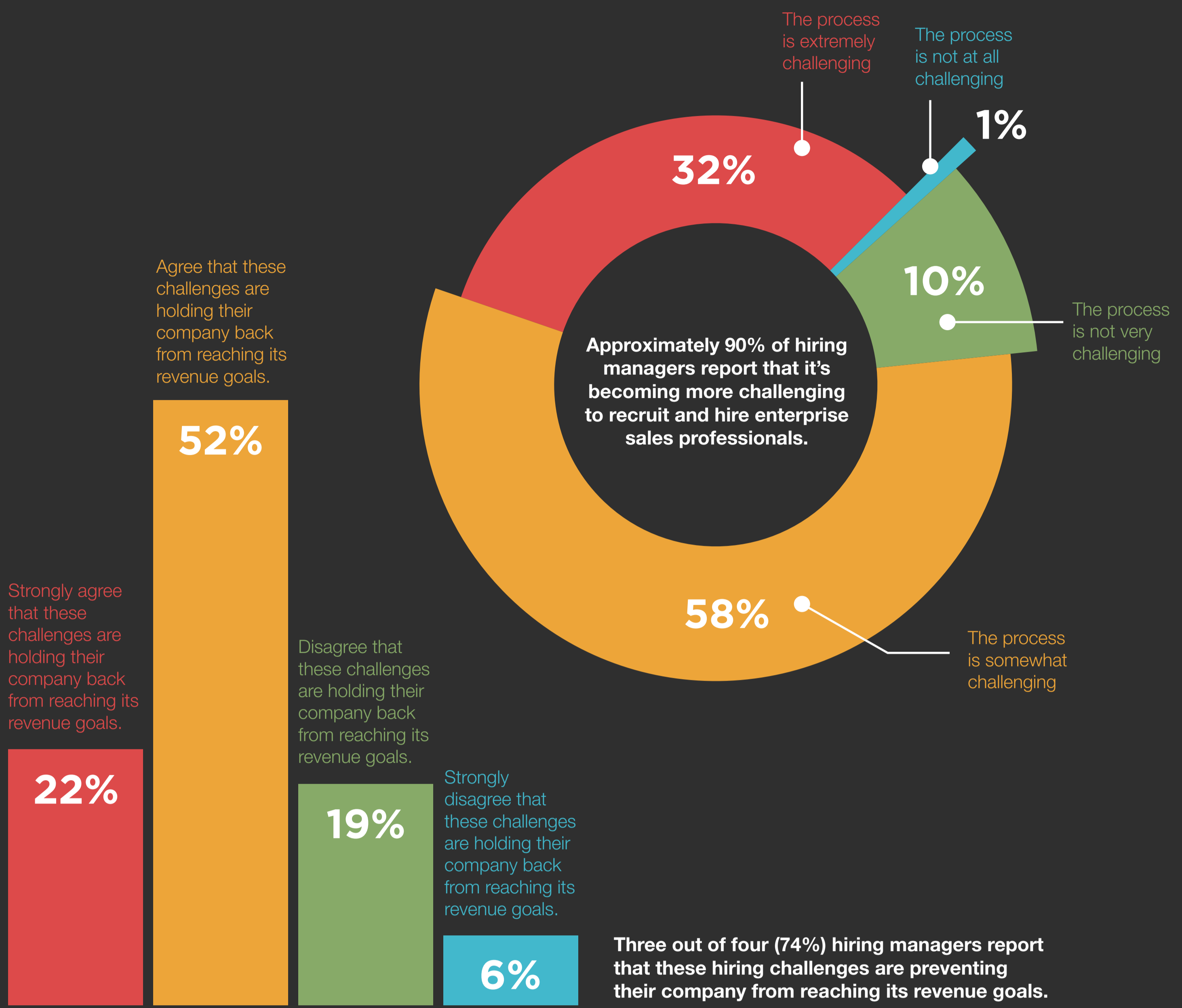


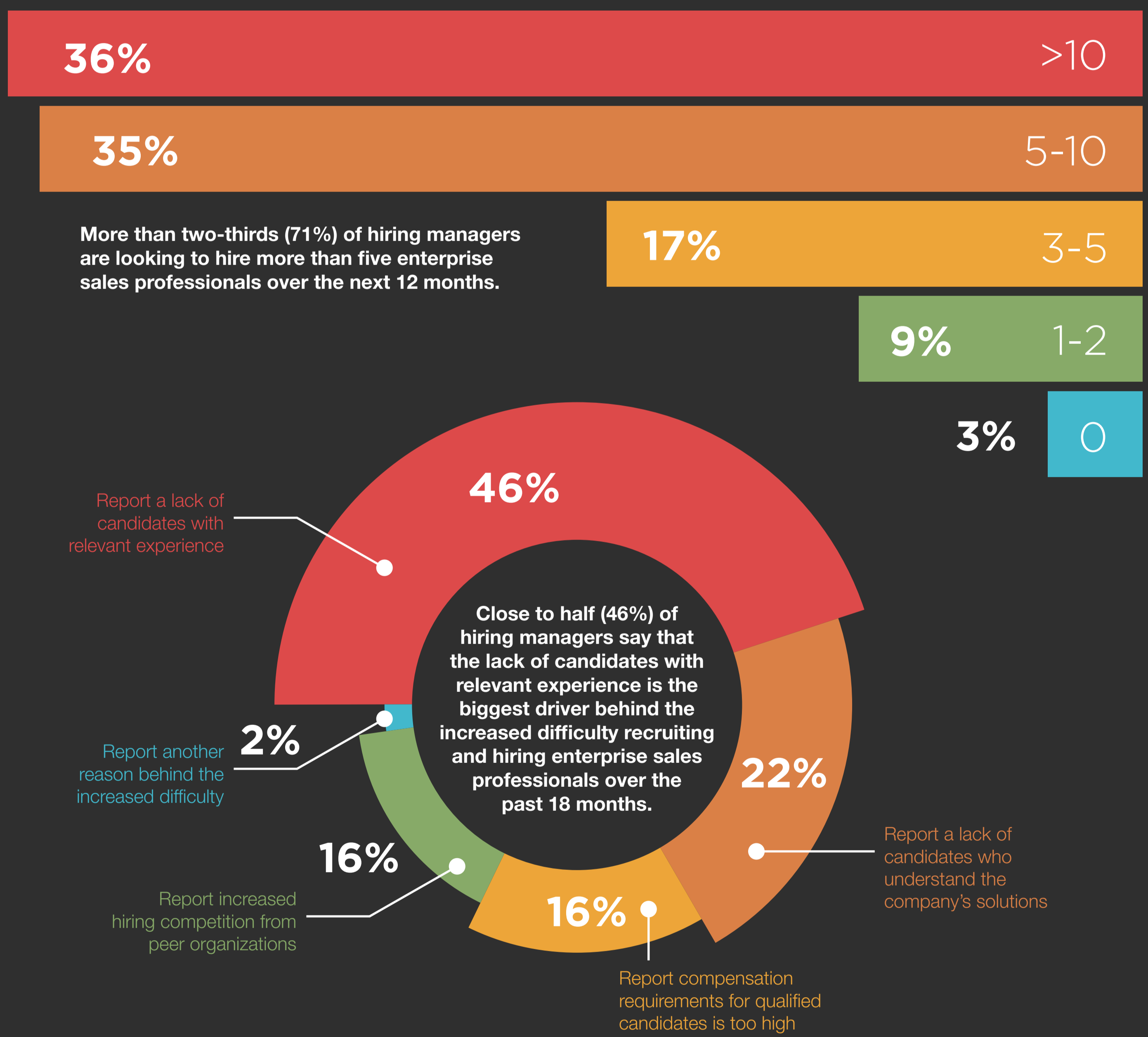
The Sales Pro Hiring Crisis

Why the Indirect Sales Channel is 2018's Revenue Driver

Hiring managers are finding it difficult to hire direct sales professionals. The problem has intensified over the past 1.5 years – and it's preventing companies from reaching revenue goals.



Approximately 57% of hiring managers report that it has become more difficult to recruit and hire enterprise sales professionals over the past 18 months.



Channel Sales Delivers when Enterprise Sales Falls Short

The golden age of channels has arrived. Make sure your channel is ready to work harder than ever before to make up this gap, with a contemporary Partner Relationship Management (PRM) solution.

- Impartner PRM customers see a 31 percent increase in revenue and a 23 percent decrease in administrative costs in the first year of use alone.*

No channel yet? Now is the time.

- Impartner's multi-award winning PRM helps companies ramp their partner programs 46 percent faster and their partners to revenue productivity 37 percent faster.*

* Based on global blind survey of Impartner customers, 2017