Aaron Ross is the best-selling author of *Predictable Revenue: Turn Your Business into a Sales Machine With The $100 Million Best Practices of Salesforce.com*. Called "The Sales Bible of the Silicon Valley," the book has been #1 on amazon's telemarketing list for over 2 years. His newest book, *From Impossible To Inevitable: How Hyper-Growth Companies Create Predictable Revenue*, details the hypergrowth playbook of companies like the record-breaking Zenefits (which skyrocketed from $1 million to $100 million in two years), Salesforce.com (the fastest growing multibillion-dollar software company), and EchoSign—aka Adobe Document Services—(which catapulted from $0 to $144 million in seven years). Whether you have a $1 billion or a $100,000 business, you can use the same insights as these notable companies to learn what it really takes to break your own revenue records.

Aaron founded Predictable Revenue, a consulting company that helps b2b companies triple sales growth & create self-managing sales teams. Aaron is also the founder of PebbleStorm, which is helping 100 million people "make money through enjoyment" by combining happiness and money. His clients include Oracle, Acquia, Digium, Crunched, SalesForce, Servosity, and Responsys.

Before Predictable Revenue & PebbleStorm, Aaron Ross was an EIR (Entrepreneur-in-Residence) at Alloy Ventures, a $1 billion venture capital firm. Prior to Alloy, at Salesforce.com, Aaron created a revolutionary Cold Calling 2.0 inside sales process and a team that helped increase Salesforce.com's revenues by $100 million. Aaron was also CEO of LeaseExchange, an online equipment leasing marketplace.

Aaron Ross

Speech Topics

- Sales
- Marketing
- Entrepreneur
- Business Strategy
- Business Speakers
- Business Performance
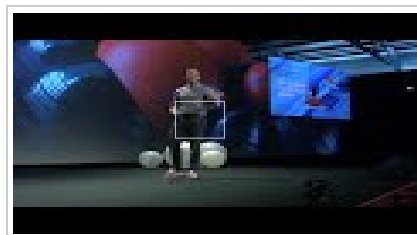
Testimonials

"We started with nothing, and Predictable Revenue is what started and drives our growth. Even though we're screwing it up we're still growing 100% a year."

- CEO, Servosity .

"Alexander Graham Bell discovered the telephone, Thomas Edison discovered electricity and Aaron Ross discovered the Enterprise Market for Salesforce.com."

- VP Corporate Sales .