

SOLVING CRITICAL BUSINESS CHALLENGES WITH DATA NOT OPINIONS

DELIVERED BY **RENÉ GROSSRIEDER**
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René Grossrieder is the senior vice president, global membership for TSIA. He is responsible for all global sales and operations bringing new memberships onto the TSIA platform. Under his leadership, his consultative Sales team focuses on new member acquisition from organizations representing the technology industry's largest global companies to enterprise and mid-market segments.

René has over 25 years of high-tech experience and has held executive positions in both global Fortune 500 and emerging technology companies. At TSIA, Rene is a member of the senior leadership team, working closely on delivering the highest value to our members and partners. He also collaborates with TSIA's marketing team to create additional value for existing members to provide the best overall user experience.



TOP
EXECUTIVE
ENGAGEMENTS

- Executing the LAER Model
- Expand Selling: Leveraging Services to Unlock Customer Revenue
- Global Channel Development Strategy
- The Impact of XaaS on Sales
- Leveraging Data & Frameworks to Drive Sales
- Models for Go-to-Market and Sales
- Managing the Customer Lifecycle Journey

Providing Data-Driven Advisory to the World's Leading Technology Companies.

HOW WE WORK WITH YOU

Align Executive Leadership: By placing industry validated data at the center of the conversation.

ALIGN

ACCELERATE

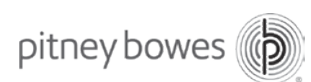
Accelerate Organizational Capabilities: Speed up business transformation with a customized plan.

Transform Business Models: Leverage the world's most influential advisors on the future of technology and services.

TRANSFORM

OPTIMIZE

Optimize Business Performance: Educate business line leaders on critical industry trends.



Delivered as a virtual or on-site advisory. What's your preference?

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