

SALES
IMPACT
ACADEMY



CERTIFICATE OF IMPACT

This hereby recognizes

NICK KALLEE

FOR COMPLETION OF "**PARTNERSHIP FUNDAMENTALS**"
COACHED BY KELLY COLMAN & MATT BRAY

#SIA×PF

DATE COMPLETED: MAY 7, 2023

By successful completion of this course you will know the principles to building 'collaboration' at scale. Strategy design, recognized partnership methodology (acquisition, to enablement, to management). forecast modeling, foundations for cross-functional and ecosystem engagement. You can now apply the blueprint for accelerated pipeline and indirect revenue growth.

IMPACT SCORE: 76.7%

PAUL FIFIELD
Co-Founder & CEO

ALEXANDRA DAMGAARD
Co-Founder & CEO