Microsoft, Goal Alignment, and Sales Careers
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Abstract:
Debbie will present an overview of Microsoft's overall business strategy and then describe the enterprise segment of Microsoft's business. Within the context of Microsoft's enterprise segment, she will discuss the following topics: a career in sales, services and sales management at Microsoft, goal congruency throughout the organization, and metrics and controls. Finally, she will discuss her role as a services sales executive at Microsoft, including daily tasks ranging from analytical tasks (forecasting, etc.) to people development activities.

About the Speaker:
Debbie is Services Sales Executive for the Northwest District at Microsoft where she is responsible for the services business relationship with customers in Northern California. Debbie has over twenty years experience in enterprise selling, ten years as a technology specialist and consultant, ten years as an account manager, and almost six years as a manager at Microsoft. Debbie began her career as a developer in the high tech manufacturing space writing CAD/CAM applications for the design and manufacture of very high speed integrated circuit chips. Her enterprise account management experience includes working with accounts in the defense and electronics, biotech, energy, education and automotive design industries. She also has experience in global account management and complex multinational account management. Prior to Microsoft, Debbie worked at Silicon Graphics, Inc. and Digital Equipment Corporation. Her education includes a BA in Mathematics from UCLA and a Masters in Systems Management (a business degree) from USC.
Debbie is passionate about teamwork, customer and partner satisfaction and driving for results. She enjoys executive level meetings, the broad portfolio of Microsoft's enterprise solutions, understanding customers' business, and account planning with the virtual teams. In her personal life, Debbie enjoys camping, cooking, spinning, cats, time spent with her nephew and husband, and baseball.

Next week:
John Schneider, Senior Manager of Strategy, Level Studios, on “Strategy and Technology in Digital Marketing”.