

# InsideSales.com, Inc. Overview

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Provo, UT 84606

<http://www.insidesales.com/>

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\$1,697,325,636 (01/06/2017)

Software

Southwest

Active Investment

Legal Counsel

Cooley LLP

NAICS

511210 - Software Publishers

SIC

7372 - Prepackaged Software (reproduction of software)

CIK

1537709

InsideSales.com, Inc. develops a comprehensive sales acceleration platform built on Neuralytics, a predictive and prescriptive self-learning engine that drives revenue growth by delivering an optimized experience for both salesperson and buyer. InsideSales leverages machine learning to predict and prescribe optimized sales activities, enhance performance and motivation and increase live, high-quality conversations.

## Key Management

**Dean Robison**

Chief Customer Officer

**Mike Plante**

Chief Marketing Officer

**Lindsey Armstrong**

Chief Operating Officer

**David Barrett**

Director

**Dafina Toncheva**

Director

**Mark Gorenberg**

Director

**Josh James**

Director

**Lars Leckie**

Director

**David Elkington**

Founder, CEO, Chairman

**Kenneth Krogue**

Founder, President, Chief Strategy Officer, Director

**Martin Moran**

GM and SVP of EMEA

**Steve Brain**

SVP, Engineering

**Dan Freund**

SVP of Commercial Business

**Dave Boyce**

SVP, Strategy

**Jason Brickley**

VP, Talent Acceleration