CLIMB

TrendAI™

TrendAI Vendor Manager

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Supporting TrendAI from Merrimack, NH



How Can Amanda Help You?

- Drive business development and demand generation initiatives
- Perform strategic account mapping to identify growth opportunities
- Support the creation and progression of qualified pipeline
- Help advance and accelerate revenue generating opportunities
- Provide competitive intelligence highlighting TrendAI's market differentiation
- Deliver partner program reviews and articulate key benefits
- Onboard and ramp new partners for faster productivity
  Lead and support sales training and enablement initiatives
- Align with field and partner teams to drive business outcomes

Amanda is a business development professional with a passion for building strong partner relationships, creating pipeline, and enabling sales teams to win. She brings expertise in strategic account mapping, partner onboarding, and sales enablement. With over 13 years in the channel, Amanda is a trusted advisor for organizations advancing their security and data protection initiatives.