



Smartsheet Vendor Manager

Marcella Chavez

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Supporting Smartsheet from Chicago, IL



How Can Marcella Help You?

- Assist with Business Development Programs
- Review of Partner Program
- Assist with Quotes and Orders
- Upsell enablement
- Dedicated Team Trainings
- Licensing Support
- Sales Trainings
- Joint Calls with Partner and their Customers
- Customer Support

With over 20 years of experience driving growth, operational excellence, and strategic business initiatives, Marcella will partner closely with Climb and Smartsheet to optimize performance and help bridge gaps in customer-focused strategies to accelerate business results. Throughout her career, Marcella has built a reputation for strong relationship-building skills and she has successfully led cross-functional initiatives, enhanced sales productivity and developed strategic partnerships that drive both new and repeat business.