



ELEVATING SALES THROUGH MENTORSHIP

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Enterprise Sales at  Clari
Board Member at  Women
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Women in Revenue a 7,000+ community of supportive, powerful, diverse, and daring members.

Women
in Revenue



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Elevating Sales Through Mentorship

- Who is Women in Revenue
- Understanding the challenge
- Elevating Through Mentorship
- Spotlight on mentorship
- What allies can do - *Get Involved!*

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7,000+

Members

35

Countries

650+

Mentorship Program
Participants

325+

Speakers Bureau
Participants

Top 3 Challenges

Compensation

Mentorship

Work Flexibility

Understanding the Challenge

Ask Yourself

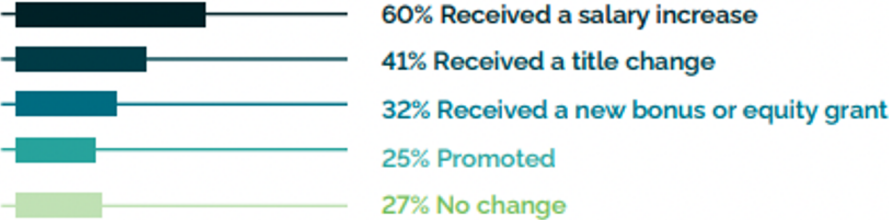
How many of you
received a salary
increase?

How many of you
are or have a
mentor?

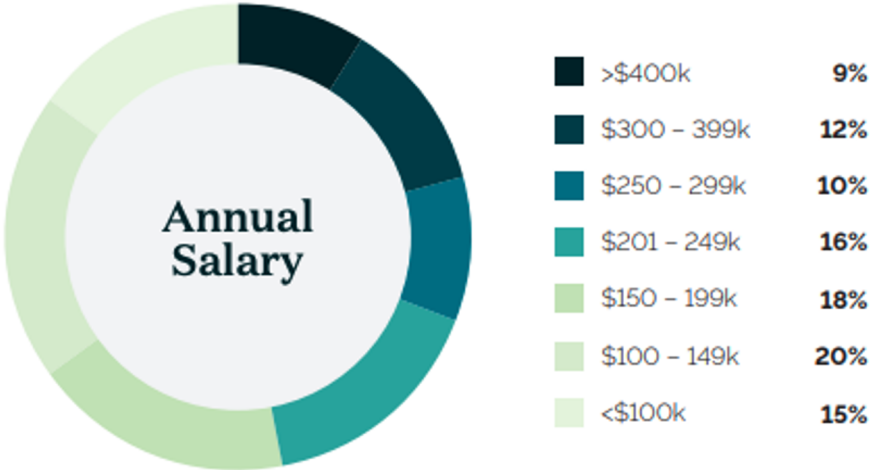
How many of you
need flexible work
arrangements?

Revenue Can Be a Lucrative Career

→ In the last year did you receive any of the following career advancements? *(Multiple answers allowed)*



→ When asked about salary (the first time in this year's survey), nearly one-third make more than 250K annually.



Source: 5th Annual State of Women in Revenue Report



In Our Own Voices

“

I found my total compensation was almost 50% less than my male counterparts, even though I outperformed every quota. The list could go on and on. As for current conditions, I want to say that it's better. It does feel like the playing field has leveled a bit being in a remote first world. I don't feel pressured to be 'part of the boys club' as much as before.”

“

I found out that I'm paid significantly less than the male who did my job previously. **I mean VERY significantly.**”

“

I know that one person from my department (man) earns more than I do and we have similar job positions, in fact I'm in charge of 2 different teams. I'm not sure if it's a gender matter, **maybe it's me not knowing how to ask for a larger salary.**”

So Why the Paradox of Inequality?

→ When asked if they believe they are paid equitably compared with male peers, Women in Revenue said:



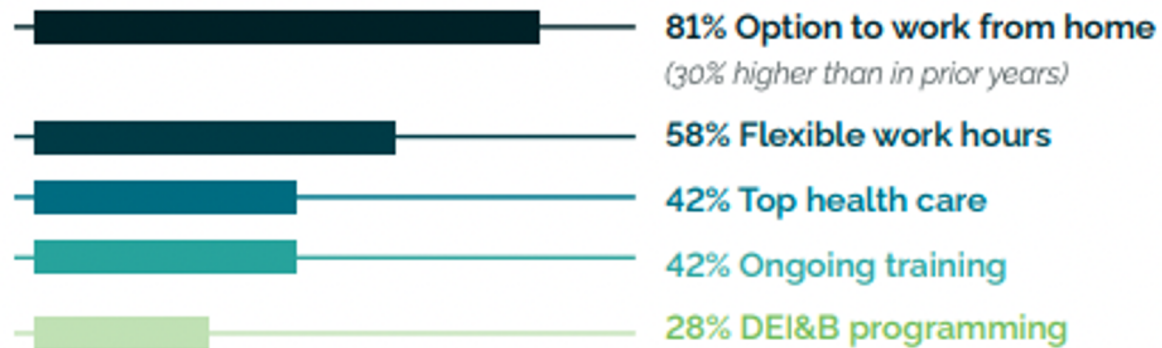
Why Women Leave

→ Nearly half of respondents say they considered quitting (47%) or did quit (20%) their job in 2022.



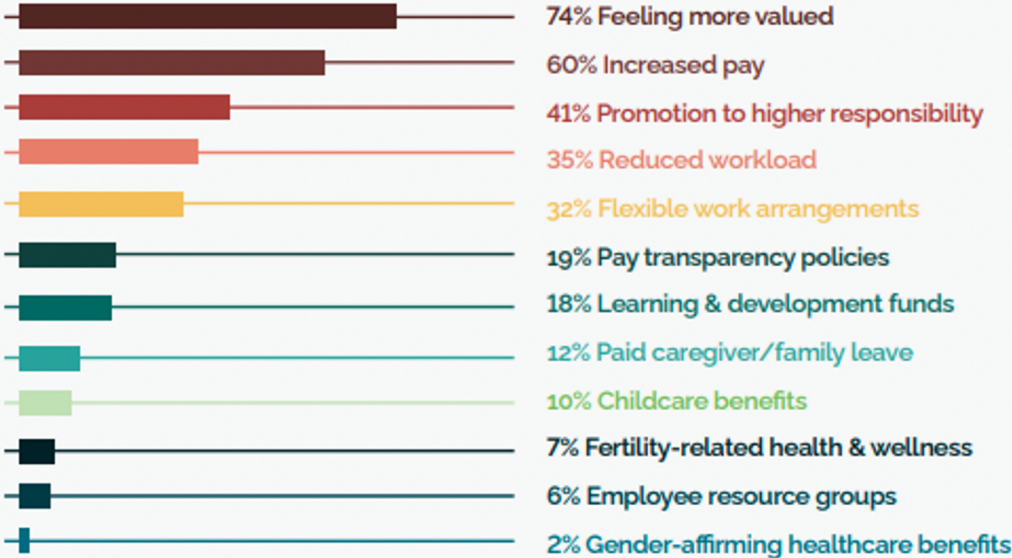
What Women Want

→ When asked to rate which benefits are very important, women in revenue said: *(Multiple answers allowed)*



Retaining Women

→ If you considered leaving the workforce in 2022, which of the following would make you more likely to stay? (Source: Chief, 2022)



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Mentorship as a Catalyst



Sources show 67% of businesses with a mentorship program report an increase in productivity

(Source: National Mentoring Day)

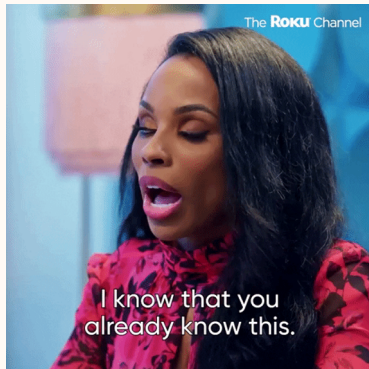


87% of mentors and mentees feel empowered by their mentoring relationships and have developed greater confidence

(Source: Guider)

Impact of Mentorship

Knowing your comp plan



What \$ do you need to hit max accelerators?
356% increase in income over 5YRs

Staying Curious



Finding budgeted value
12 day Enterprise Cycle \$1M+

Powers of Community for Opportunity



Learning empowers earning
179% to Goal as Clari's #1 Rep

Know your influence

Wins & Losses

Time
Management

Career Growth

Networking

Goal Setting

Deal Strategy

Know your presence

Accountability

Trusted Advisor



Get Involved

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Mentorship Program

There are three different types of mentorship opportunities available through this program:



1:1

Longer-term, ongoing mentorship relationships



Flash

One-time, 60-minute call on a specific topic



Huddles

Small group sessions with a subject matter expert



Speakers Bureau

This program will not only uplevel your speaking and presentation skills, it will also help you build a speaker bio and portfolio while placing you on platforms and stages to shine with the confidence and competence.

Calls to Action

Join the Community

Visit www.WomeninRevenue.org



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Become a Sponsor



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Links to everything are live in the annual survey report document



2025

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