

## JASON HAINES

Managing Director  
d: 804-955-4440, Ext. 184  
c: 781-267-0496  
jhaines@fahrenheitadvisors.com

[VCARD](#) | [LINKEDIN](#)



With a broad range of expertise in go-to-market, sales, and sales performance management for Fortune 500 companies, Jason helps clients assess and improve their sales functions to grow their gross profit. He is known for partnering at all levels with an inclusive style and building high-performing teams. Having a strong customer and team focus, he has a proven track record for helping clients achieve exceptional financial performance and meeting business objectives.

Jason started his career as an entrepreneur in the technology industry and then transitioned to managing sales and business operations teams for leading software and technology companies. He transformed sales organizations and helped drive the mergers and integrations of multiple companies' go-to-market processes, tools, and teams.

### FUNCTION & SPECIALIZATION

- Technology Industry—Software, Professional Services, Hardware, SaaS, Telecommunications, & Cloud
- Revenue Growth
- Go-To-Market Strategy Through Execution
- Sales Performance Management
- Sales Transformation & Enablement

### REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- SAP
- NTT
- Avaya
- Collaborative Solutions
- Appirio
- SVP, Global Sales Operations
- Head of Business Operations, North America
- VP of Sales, Americas

### EDUCATION, LICENSES & CERTIFICATIONS

- B.A., Economics, University of Vermont