

HubSpot

The Future of Work Depends on Data & Revenue Communications

Starting Shortly!



Did you know HubSpot recently launched its first podcast for Aussies and Kiwis?

Unconventional Business can be found on Apple, Spotify, or at unconventionalbusiness.com.au

who
gives a
crap

sendle

tile
cloud

koala





James Moore
Enterprise Sales Manager
HubSpot

The Future of Work Depends on Data & Revenue Communications



Agenda

- The Future of Work
- The Role of Revenue Communications
- Technology to Be Successful with Remote Teams
- HubSpot & Troops Partnership



Housekeeping

- We're recording the session and will send it to you, along with the slides and other assets.
- There will be time for questions at the end and we'll get to as many as we can
- Make sure you use the Q&A box, not the chat box, as that isn't being monitored
- If you do have any follow-up questions after the session, book time in with your Inbound Growth Specialist and they'll be happy to answer them



Meet Our Guest Experts



Scott Britton

Co-Founder



Michael Brain

Mid Market Sales & BDR
Manager, APAC



The Future of Work



The amount of people who work remotely at least once per week has *grown by 400% since 2010*

GetApp, Findings From a Decade in Tech [New Research], 2020

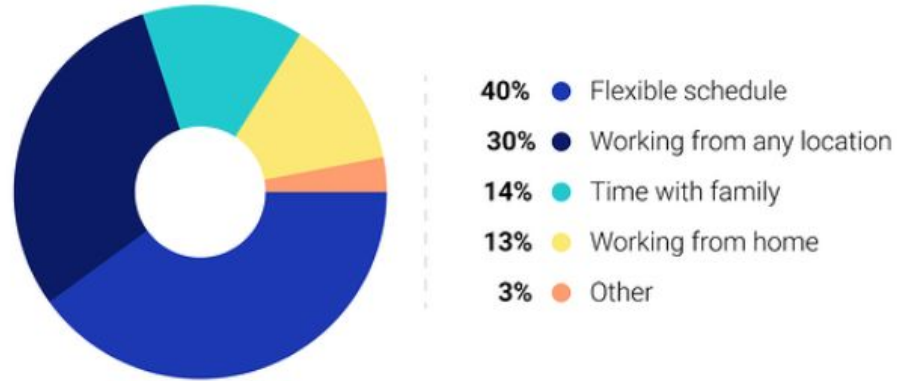
99% of people said they'd choose to work remotely, at least part time, for the rest of their careers

Buffer, State Of Remote Work, 2020



40% of people say that a flexible schedule is the best perk of working remotely

What's the biggest benefit you see to working remotely?



Buffer, State Of Remote Work, 2020

72% of talent professionals agree that work flexibility will be very important for the future of HR and recruiting.

LinkedIn, Global Talent Trends 2019

Businesses would save an average of \$11,000 annually per half-time worker

Global Workplace Analytics, Latest Work-At-Home/Telecommuting/Mobile Work/Remote Work Statistics, 2020



But **remote work** doesn't come without
its own set of **challenges...**



More than half of remote employees say they **feel disconnected from in-office employees**

CoSo Cloud Survey, 2015

Email is the primary method of communication for remote workers, followed by instant messaging, and video chat

CoSo Cloud Survey, 2015



The Role of Data & Revenue Communications



A New Partnership

HubSpot

 TROOPS



Demo Time!



Top 5 Workflows For Remote Teams

1. Celebration
2. Activity Metrics
3. Activity Reinforcement
4. Behaviour Reinforcement
5. Strategic Deals and Accounts



Questions?



Up Next: Meet Service Hub 2.0

Friday 16th October, 12:00 PM (AEDT)



Guy Richards



Usman Hijazi



Tayla Styles



Richard Stanners



Thank you

