



Round 1 Salesperson Info

Case Info

You have been on the Gartner team for around 12 months. You were reading on the Technology Magazine website and found StreamTeam was one of the “Top 10 Tech Startups Globally” this year. You did some research via Sales Navigator.

On LinkedIn Sales Navigator

Revenues: \$25m - \$50m in revenue

Employees: 65 employees

2 yr. growth: 195%

HQ: Atlanta, GA

Founded: 2018

The Sales Call

You connected with Riley McAndrews on LinkedIn 2 months ago. Riley accepted your request and then you asked for a meeting. You received a quick reply and Riley wanted to meet with you. Riley ghosted you but confirmed this 15-minute meeting last week.

What you Found

Your Research: Use StreamTeam Business to create live experiences, build your brand, and engage your community. Our Business plan is designed to help small and large businesses scale their live-streaming needs.

Similar company: <https://streamyard.com/>

Administrative Team from the website:

CEO - Cofounder: Riley McAndrews

President - Cofounder: Cid Rippe'

Chief Revenue Officer: Brock Eskridge

Chief Marketing Officer: Kim Booker

Prospect Background

From LinkedIn: Riley McAndrews

Prospect Background:

From LinkedIn: Riley McAndrews

No personal description on LI

StreamTeam: CEO (4 yrs)

Education: Georgia Tech

