

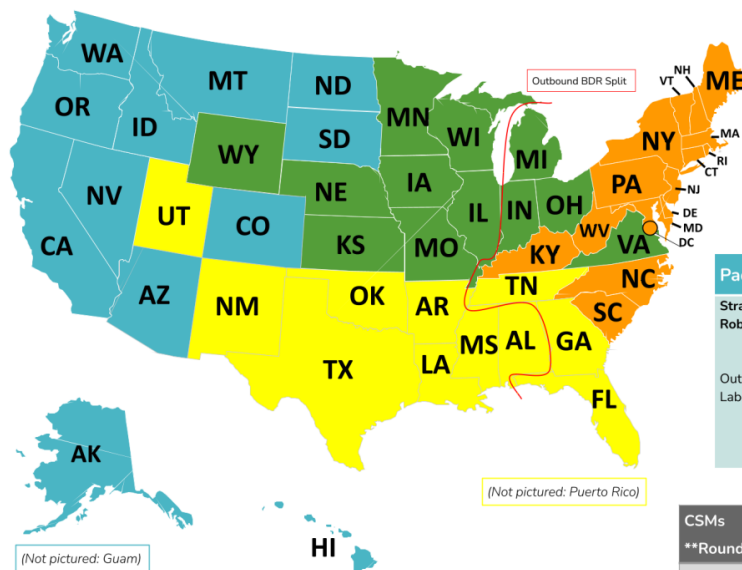
2023 Territory Maps (Updated)

When routing a lead to the correct AE, make sure you are confirming the **company HQ** and **their total # of employees**.

Routing is determined based off of HQ, and segment (Growth vs. Strategic).

- Strategic: total # employees 60+
- Growth: total # employees 10-59
- "SMB": total # employees 1-9

U.S. & Canada Territories



Pacific	Midwest	South	Northeast
Strategic AE: Tricia Robleto	Strategic AE: Scott Probert	Strategic AE: Stephen Allen	Strategic AE: Aziz Akbari
Outbound BDR: Brett Labes	Outbound BDR: Brett Labes / Titus Richardson (MI, IN, OH, VA)	Outbound BDR: Brett Labes / Titus Richardson (TN, GA, FL)	Outbound BDR: Titus Richardson

CSMs	Growth
**Round robin strategic accounts	**10-59 employees, all U.S. & CA
Strategic CSMs: Eliza Borysiuk, Fil Filimoeatu, Jordan Alfieri	Growth AE: Tariq Lockhart

Pacific Strategic

- AE: Tricia Robleto
- CSM: Dallas Erikson
- Outbound BDR: Kayden Hossfeld

Midwest Strategic

- AE: Scott Probert
- CSM: Eliza Borysiuk
- Outbound BDR: Kayden Hossfeld / Titus Richardson

South Strategic

- AE: Stephen Allen
- CSM: Fil Filimoeatu
- Outbound BDR: Kayden Hossfeld

Northeast

- AE: Aziz Akbari
- CSM: Jordan Alfieri
- Outbound BDR: Titus Richardson

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Growth

10-59 employees, all U.S. & CA

- Growth AE: Tariq Lockhart

Revision #4

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