

Fall 2020

Gartner Inc.

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Gartner



Keralynne Frederick

Overview

-Founded in 1979

-Gideon Gartner founded the company

-Provides insight, advice, and tools to executives, in order to keep their businesses successful. They are looking to serve executives, and/or senior business entrepreneurs.

-Provides research and advisory, conferences, consulting, and peer insights.

-People like Gartner because they have a team of over 2,000 research experts. Gartner also fulfills approximately 400,000 connections with clients, every year.

-They serve 100 countries, with headquarters located in the United States, the United Kingdom, Brazil, Australia, and Japan.

The Company

- \$4.2 Billion in revenue
- They believe in “long term, sustained, double-digit growth”
- Gartner’s largest income is from the subscription service for their services.
- For some reason, the company lost a lot of revenue during the second quarter of the year(they wrapped up the second quarter of the year on August 4th). Gartner made about \$973 million in revenue this quarter. Comparatively, last quarter, they made over a one billion dollars in revenue. Likewise, during the second quarter in 2019, the company managed to make over one billion dollars in revenue. Between 2019 and 2020, this last quarter has been one of the worst, in the sense of revenue, in the past year. This is because all on-location conferences had to be cancelled due to COVID-19.

The Company cont.

- With in-person conferences being unattainable for the sake of people's health and safety, Gartner has made more effort this year to create virtual conferences.
- Eugene Hall is the current Chief Executive Officer. Craig Safian is the Executive Vice President and the Chief Financial Officer.
- Between Gartner and its competitors, Eugene Hall ranks number 3 for the top CEO's of these companies.
- Gartner used to do decently well on the stock market, but with COVID-19, it has dropped down to the “neutral” standing point.
- Gartner also owns Gartner Digital Markets, which consists of three separate companies called Capterra, GetApp, and Software Advice.

Careers

- Gartner offers jobs across the globe, from Virginia, to Munich, Germany.
- Over 120 locations.
- Tons of jobs (Over 400) currently looking to be filled. They offer a lot of career options, such as software engineers, graphic designers, architects, proofreaders, and product developers.
- Sales Managers (remote), Director, Diversity, and Inclusion (Connecticut), and Sales Development Specialists (Texas) are all entry level careers.

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