

Fall 2020

Qualtrics

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Recommended Citation

Childs, Amber, "Qualtrics" (2020). *Audience Research Firm Presentations*. 18.
<https://scholarworks.bgsu.edu/arf/18>

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Qualtrics XF

By: Amber Childs



Background Info

- Founded in 2002 by Scott Smith, Ryan Smith, Jared Smith and Stuart Orgill
- the co-headquarters are located in Provo, Utah and Seattle Washington
- the revenue for this company is estimated at \$289.2 million and the was estimated in 2018



What is Qualtrics?

- Qualtrics is a software company that helps other companies by collecting and analyzing data to better the client's company
- main purpose “Build technology that closes experience gaps”
- because this is the focal point, this allows them to have any business as a client
- they represent over 11,000 brands



Represented Brands

- Adidas
- jetBlue
- Sony
- ABC
- ESPN
- FedEx
- CocaCola
- Hulu
- Samsung



Office Locations

- they have offices on 4 continents

North America

Dallas, Texas

Chicago, Illinois

Boston, Massachusetts

Atlanta, Georgia

Toronto, Canada

Asia

Singapore

Tokyo

Australia

Sydney

Melbourne

Canberra

Europe

Amsterdam

Dublin

London

Paris

Madrid



Careers

- they have three main careers

Engineering

- fill in the gaps with new and improved tech

-they make sure they're fulfilling the client's needs along with what the company has already brought to the table

Customer Success and Implementation Careers

-main goal "making sure clients get as much as possible from the company's platform"

-after the customer has completed the sale, they speak with customer success to make sure programs are running smoothly



Careers cont.

- the implementation team works the closest with the clients and their products

- make sure the products and technology are running smoothly before being released to the public

Sales

- start out as a Sales Development Rep (don't have to have sales experience)

- hire professional Account Executives that will train the Sales Reps

- once you're officially on the sales team, the majority of your time will be dedicated to making sure your clients will have all the best possible outcomes for their products

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