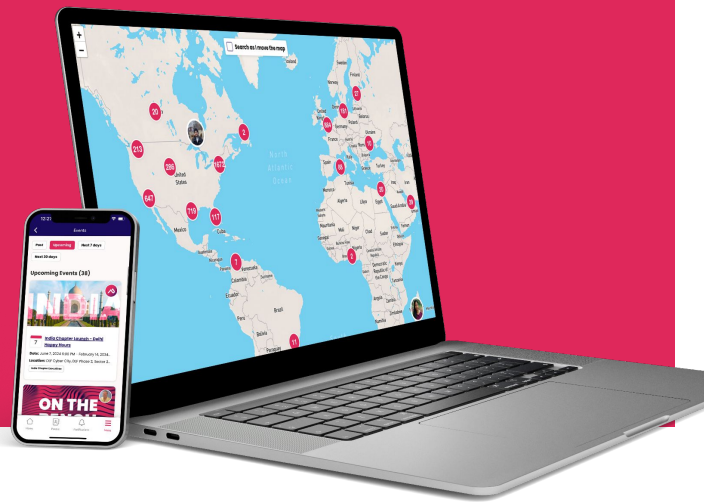


Pavilion

GTM Leadership Accelerator

A hands-on program to help rising GTM operators build executive confidence, align across functions, and lead with clarity.



What to expect from GTM Leadership Accelerator.

GTM Leadership Accelerator is an 8-week live experience designed for ambitious Associate-level leaders who are ready to move from tactical execution to strategic leadership.

You'll learn how to:

Develop executive presence

Align cross-functional teams

Own your career trajectory

What makes GTM Leadership Accelerator stand out.

Plenty of courses talk leadership. This one builds it from the ground up—with practical tools and real community.

Career-stage precision, not one-size-fits-all

For mid-career GTM leaders navigating their first management, strategy, and revenue responsibilities. GTM Leadership Accelerator is purpose-built for Associates ready to make the leap to VP-level roles.

Cross-functional by design—not just by tagline

Most programs silo you by function. Pavilion brings Sales, Marketing, CS, and RevOps together because real GTM success demands alignment. You'll learn how to lead across the full revenue org—not just your lane.

Learning with teeth, not just theory

This isn't a "best practices" webinar series. Every session includes a framework, a template, or a plan you can apply that week—like forecasting models, team design scorecards, and alignment playbooks.



"This course provided a fresh perspective along with practical tools tailored to real-world challenges—delivered by an incredible roster of GTM leaders. From aligning cross-functional teams to leveraging data for strategic decision-making, I've already begun applying these learnings to enhance collaboration, drive measurable outcomes, and support the growth of my team."

Ian Harris

Senior Program Manager @ AMCS Group



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GTM Leadership Accelerator's 8-week syllabus

Please note; our syllabus is subject to change. To get the most up to date information, enroll in the Pavilion Member Hub.

1. Designing Your Career

Learn how to detail your 5-year career plan and make career decisions that support your long-term growth.

Led by: André Bressel, Ambassador at Winning by Design July 22; 11am - 12:30pm ET

2. Developing a Theory of Business Value

Learn how to evaluate what makes a great business, incorporating both data and your personal experience to guide capital strategy.

Led by: Sam Jacobs, Founder & CEO of Pavilion July 29; 11am - 12:30pm ET

3. Managing Up: Work Smarter with your CEO

Learn how to build a strong, reciprocal relationship with your CEO and lay the foundation for effective executive collaboration.

Led by: Andrea Kayal, CRO of Help Scout Aug 5; 11am - 12:30pm ET

4. Forecasting & Revenue Modeling Part One

Learn how to define financial forecasting, choose the right methodology, and ask the right questions to inform decision-making.

Led by: Stephanie Valenti, Vice President of Sales, Accounting at BILL Aug 12; 11am - 12:30pm ET

5. Understanding Revenue Channels

Learn how to identify different types of revenue channels, understand their strategic roles, and choose the right ones for your business.

Led by: Dustin Clinard, Vice President of Strategic Partnerships at Betterworks Aug 19; 11am - 12:30pm ET

6. Forecasting & Revenue Modeling Part Two

Learn how to define financial forecasting, choose the right methodology, and ask the right questions to inform decision-making.

Led by: Stephanie Valenti, Vice President of Sales, Accounting at BILL Aug 26; 11am - 12:30pm ET

7. Revenue Team Alignment

Learn how to drive alignment across your leadership team using RevOps processes, a Revenue Handbook, and scoped enablement roles.

Led by: Remco de Vries, VP of Demand Generation at DataSnipper Sept 2; 11am - 12:30pm ET

8. Building a World-Class Management Team

Learn how to identify and hire great leaders, define interviewer focus areas, and communicate your vision to motivate top talent.

Led by: Kiva Kolstein, President and CRO of AlphaSense Sept 9; 11am - 12:30pm ET



Super comprehensive, incredible speakers and content leaders. Would highly recommend!"

Keri Pfeiffer

Director of Global Account Management + Commercial Enablement, WeTravel



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