

JOSHUA TEIXIDOR

Build the revenue system your team can run, whether that's a few days a month or a seat at the table full-time. More than two decades leading and coaching B2B sales organizations, with \$49M+ in owned revenue.



WAYS TO ENGAGE

1 FRACTIONAL VP OF SALES

Senior revenue leadership on a flexible engagement. Hiring, coaching, forecasting, and pipeline discipline, without the cost or risk of a full-time executive hire.

2 FULL-TIME LEADERSHIP

Open to a permanent VP of Sales, Head of Sales, or CRO seat. Two decades building teams responsible for \$49M+ in revenue, with systems that make growth repeatable.

3 ADVISORY

Periodic strategic counsel for boards, founders, and executive teams pressure-testing the forecast, the GTM plan, and the leadership bench.

4 MANAGER & TEAM TRAINING

Field-tested frameworks, not generic theater, that turn a training day into coaching your managers actually use back on the floor.

SERVICES

1 Fractional VP of Sales

Hiring, coaching, forecasting, pipeline reviews, and team performance.

2 GTM Assessment & Strategy

ICP, coverage, territories, roles, processes, and growth planning.

3 Sales Compensation Design

Clear incentives, role alignment, accountability, and plan mechanics.

4 Revenue Playbooks & Cadence

Repeatable sales motions, onboarding, inspection, and manager tools.

5 KPI & Forecast Architecture

Stage discipline, pipeline visibility, dashboards, and forecast confidence.

6 Manager Development

Structured coaching for frontline leaders and first-time managers.

PROBLEMS I HELP SOLVE

- Revenue is growing, but forecasting and pipeline discipline are not keeping pace.
- The founder still owns sales and needs to build the first repeatable sales team from zero.
- The GTM motion depends on individual heroics instead of a system the team can run.
- Frontline managers inspect activity but struggle to coach performance.

WHAT YOU GET

- Clearer standards and ownership
- Stronger coaching conversations
- A more credible forecast
- Repeatable playbooks and operating rhythm

LET'S BUILD A REVENUE SYSTEM YOUR TEAM CAN TRUST.

START A CONVERSATION

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