



Sales 101

Selling BigCommerce

Next Steps

Next Steps

- Review your Getting Started checklist
- Check out the BigCommerce [Client Showcase](#)
- Tour the BigCommerce [Partner Portal](#) -- your hub for all partner information
- Work with your [Channel Account Manager](#)
- Take the Sales 101 Assessment
- [Register](#) your deals and sell more with BigCommerce































Download this guide to your desktop for one-click access to partner resources.

Getting started checklist

- ☐ meet your [channel account manager](#)
- ☐ ensure your [account profile](#) is complete on the partner portal
- ☐ complete the [Partner Marketplace](#) fields
- ☐ understand [deal registration](#)
- ☐ review [commissions & reporting](#)
- ☐ review [marketing resources](#)
- ☐ discover where to go [for help](#)
- ☐ review expectations of [partnership](#)
- ☐ work with your [channel account manager](#)

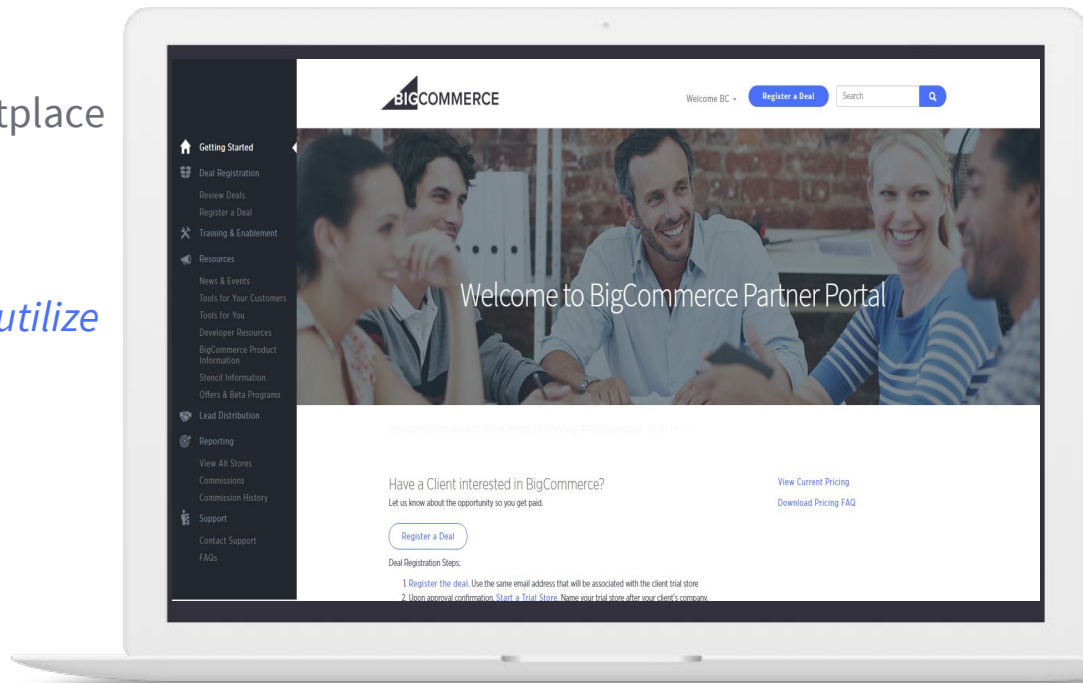
Stores powered by BigCommerce -- Client Showcase

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Update Your Account Information in the Partner Portal

- To ensure timely communication
- To be displayed in the Partner Marketplace
- To receive commission payments

Be sure to encourage your colleagues to utilize the Partner Portal!





Register your deals

In order for partners to get paid commission for any referred merchant that purchases BigCommerce services, you must have an accepted, current deal registration for that referred merchant.

- To register a deal, log into your Partner Portal account at partners.bigcommerce.com
- **Go to “Register a Deal” in the upper right hand corner or to “Deal Registration” in the left hand navigation.**
- Either link will take you to a short form where you will be able to submit information about your opportunity to the BigCommerce partner team.

Why Register your deals?

- Deal protection
- Earn commission on closed business
- Track performance in the program to earn your way to the next tier
- Share pipeline visibility with your Channel Account Manager and close business together



Partner Resources:

BigCommerce Partner Portal: partners.bigcommerce.com

Partner Support: partnersupport@bigcommerce.com

Partner Marketing: partnermarketing@bigcommerce.com