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        "Zendesk, a CRM platform, surpassed $1 billion in revenue in 2020.",

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        "A strategic eDiscovery plan for Zendesk is vital for legal and compliance."

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        "Klaus lets Zendesk check all support chats for quality.",

        "Zendesk now uses Klaus to spot service gaps and train teams."

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        "Klaus's AI checks all customer talks to spot issues and coach teams.",

        "The buy lets Zendesk give a full view of service gaps and training needs."

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        "Zendesk's 2024 CX Trends report shows AI will make customer support more human-like.",

        "70% of CX leaders plan to use generative AI in customer interactions, as per Zendesk.",

        "Zendesk helps CX leaders adapt to new tech for better customer experiences."

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        "Zendesk's acquisition targets better quality across human and digital support."

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        "Klaus was added to Zendesk's workforce tools.",

        "Zendesk aims to offer top AI quality checks with Klaus."

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        "VP Fundraising "

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        "Rippling's revenue exceeds $200 million annually and is expanding in the Asia Pacific market."
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        "Rippling hired Matt Loop, ex-VP of Slack, as regional chief.",
        "Rippling faces criticism from Employment Hero in Australia."
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      "bio": "Alex is currently the VP of Revenue Operations, with a progressive career history in revenue operations, including roles as Senior Director ar
      "job_title": "VP of Revenue Operations",
      "education": ", ",
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         "VP of Revenue Operations",
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         "Sales Ops and Strategy",
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      ],
      "email": "anetsch@rippling.com",
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      "job_title": "Chief Revenue Officer (CRO)",
      "education": "",
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         "Director of Channel Sales",
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      "insight": "",
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      "bio": "Davison is currently the Head of Automated Growth Marketing, with a career progression that includes roles such as VP of Growth and Chief
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      "job_history": [
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         "Business Operations Extern",
         "Consultant"
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      "insight": "",

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    "bio": "Hayley is an experienced content marketing professional, currently leading as Head of Content Marketing, with a progressive career starting

    "job_title": "Head of Content Marketing",

    "education": "",

    "job_history": [

        "Head of Content Marketing",

        "Head of Content Marketing",

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        "Copywriter"

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    "linkedin_url": "http://www.linkedin.com/in/hayley-cornwell-steinberg-52a14647"

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{

    "name": "Jesse",

    "last_name": "Krasner",

    "insight": "Experienced in sales with a demonstrated history of working in the SASS industry. Skilled in Teamwork, Leadership, Marketing, Microsoft

    "profile_pic": "https://media.licdn.com/dms/image/C4D03AQFojExcBtSK8g/profile-displayphoto-shrink_100_100/0/1628542976712?e=1712793600

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    "education": "",

    "job_history": [

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        "Sales Engineer & Revenue Operations",

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        "Strategy Planning Analyst, Sales Operations"

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    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/jesse-krasner-77108768"

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{

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    "job_title": "Sr. Performance Marketing Manager",

    "education": ", ",

    "job_history": [

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        "Growth Marketing",

        "User Acquisition Manager",

        "Digital Media Manager",

        "Senior Digital Marketing Strategist"

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    "linkedin_url": "http://www.linkedin.com/in/dianaapham"

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    "last_name": "Quinn",

      "insight": "",

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      "bio": "Emmy is experienced in product marketing, with a focus on HR products, payroll, and benefits, and currently holds a position in Customer Ma

      "job_title": "Customer Marketing",

      "education": ", ",

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         "Manager, Product Marketing, Global",

         "Sr. Product Marketing Manager, HR Products Lead",

         "Product Marketing, Payroll",

         "Product Marketing, Benefits"

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      "linkedin_url": "http://www.linkedin.com/in/emmy-quinn"

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      "insight": "",

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      "bio": "Heriberto is a Sales and Marketing Specialist with experience solely in that role. Details on his education are not provided.",

      "job_title": "Sales And Marketing Specialist",

      "education": "",

      "job_history": [

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      "linkedin_url": "http://www.linkedin.com/in/heriberto-drummond-b321342a6"

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      "insight": "",

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      "job_title": "Marketing Operations Manager",

      "education": "",

      "job_history": [

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         "Networking"

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      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/vaidhya-nathan-90327520"

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      "last_name": "S.",

      "insight": "I'm a Sr. Product Marketing Manager at Rippling.\n\nRippling is the first way for businesses to manage all of their HR, IT, and Finance \u2

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      "bio": "Div is a Senior Product Marketing Manager at Rippling, with a history of product marketing roles, and is experienced in automating workforce

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      "education": "",
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      "job_title": "Senior Marketing Operations Manager",
      "education": ", ",
      "job_history": [
        "Senior Marketing Operations Manager",
        "Co-Founder",
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      "linkedin_url": "http://www.linkedin.com/in/thomaspconran"
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      "job_desc_highlights": [],
      "employer": "Rippling",
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      "job_desc_highlights": [],
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        "subtitle": "Rippling is seeking a Sales Manager to lead and develop a team of Account Executives for a fast-paced, high-growth company spe
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        "subtitle": "3-5 years in tech sales"
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        "subtitle": "['Manage, coach, and scale a team of Account Executives', 'Assist team in strategic sales cycles', 'Monitor sales performance and e
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            "job_desc_highlights": [],
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                }
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    "website": "http://pos.toasttab.com",
    "region": "United States",
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    "industry": "Software Development",
    "weights_score": 0.19895674949289852,
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    "description": "Toast is expanding its customer base and is currently hiring over 150 new sales professionals.",
    "n_employees": 4000,
    "highlights": [
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      "valueLabel": "6.67% YoY Growth",
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      "valueLabel": "13.01% YoY Growth",
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      "valueLabel": "13.08% YoY Growth",
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      "text": "Toast: A Lot Of Upside Still Ahead - Lock Stock\n\nBack in March 2023, I started Toast (NYSE:TOST) with a \"Buy\" rating, arguing that with
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        "Layoffs"
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      "insights": [
        "Toast's revenue grew 30% to $1.04 billion in Q4, with subscription revenue up 49%.",
        "Toast added over 6,500 new restaurant locations in Q4, now totaling around 106,000.",
        "Toast plans to focus on location growth and upselling, with a target of GAAP profitability in the first half of 2025."
      ],
      "news_url": "https://seekingalpha.com/article/4671299-toast-q4-earnings-lot-of-upside-still-ahead",
      "sentiment": 0.5,
      "date_published": "2024-02-19T03:15:00.0000000Z",
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        "text": "Toast will lay off 10% of its workforce, about 550 employees, as growth slows - A screen displays the company logo for Toast Inc. during the
        "label": [
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          "Leadership",
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          "Toast is cutting 10% of its staff, about 550 jobs, to save money.",
          "The company's revenue is up 35% from last year, but growth is slowing.",
          "Toast plans to be profitable by the first half of 2025."
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        "news_url": "https://www.cnbc.com/2024/02/15/toast-will-reduce-workforce-by-10percent-as-growth-slows.html",
        "sentiment": 0.5,
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        "text": "Toast Inc: Strong Market Position and Growth Trajectory Reinforce Buy Rating - Josh Baer, an analyst from Morgan Stanley, maintained the
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          "The company's Q4 revenue and Gross Payment Volume grew year-over-year.",
          "Toast Inc started a share repurchase program, showing a solid financial position."
        ],
        "news_url": "https://markets.businessinsider.com/news/stocks/toast-inc-strong-market-position-and-growth-trajectory-reinforce-buy-rating-10330765
        "sentiment": 0.5,
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        "text": "Toast lays off 550 employees in restructuring - The layoffs affected about 10% of Toast's workforce. | Photo courtesy of Toast\n\nRestauran
        "label": [
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          "Toast cut 10% of its staff to reduce costs.",
          "The company's revenue grew but it had a net loss last year.",
          "Toast aims to be profitable by the first half of 2025."
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        "news_url": "https://www.restaurantbusinessonline.com/technology/toast-lays-550-employees-restructuring",
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                "source": "https://markets.businessinsider.com/news/stocks/toast-inc-strong-market-position-and-growth-trajectory-reinforce-buy-rating-103307
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            }
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        "label": "Merger"
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        "title": "Toast has cut 550 jobs as part of a restructuring effort to achieve profitability by 2025 amidst a slowdown in growth.",
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            "title": "Toast's Q4 revenue hits $1.04B with 6,500 new restaurants, eyes 2025 profitability.",
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            "source": "https://www.restaurantbusinessonline.com/technology/toast-lays-550-employees-restructuring"
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        "name": "Brendan",
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        "insight": "I am passionate about building and scaling teams that deliver value. I love when someone on my team sells something to a customer and
        "profile_pic": "https://media.licdn.com/dms/image/C4D35AQE4ZLTSJMD_zQ/profile-framedphoto-shrink_400_400/0/1610121058981?e=170690040
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        "education": ", , ",
        "job_history": [
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          "Sales Leader",
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        "last_name": "Barbour",
        "insight": "Strategic, analytical, and creative business leader that leverages a collaborative leadership style and cross-functional experience to delive
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        "bio": "John is a seasoned marketing executive with extensive experience in product marketing, strategy, and leadership across technology and con
        "job_title": "Senior Director of Product Marketing",
        "education": ", ",
        "job_history": [
          "Senior Director of Product Marketing",
          "Head of Product Marketing, Community Builders (Facebook Groups)",
          "Group Product Marketing Manager",
          "Senior Product Marketing Manager",
          "Senior Marketing Manager"
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        "email": "email_not_unlocked@domain.com",

        "linkedin_url": "http://www.linkedin.com/in/johnbarbour1"
    },
    {
        "name": "Gopal",
        "last_name": "Sagar",
        "insight": "Doing what I love - Helping restaurants thrive! Building on years of industry experience to scale world class teams.",
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        "bio": "Gopal is the Senior Director of Global Revenue Operations with a strong background in strategy and process excellence, particularly in scalin
        "job_title": "Senior Director of Global Revenue Operations",
        "education": ", , ",
        "job_history": [
            "Senior Director of Global Revenue Operations",
            "Portfolio Strategy, Enterprise Small Business",
            "Director, Global Strategy and Planning",
            "Director, Lean Process Excellence",
            "Manager, Lean Process Excellence"
        ],
        "email": "gopal.sagar@toasttab.com",
        "linkedin_url": "http://www.linkedin.com/in/gopal-sagar"
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        "insight": "",
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        "job_title": "Senior Director, Platform Sales Operations",
        "education": ", ",
        "job_history": [
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            "Director of Growth",
            "Regional Director of Onboarding",
            "Senior Vice President of Operations ",
            "Vice President of Operations"
        ],
        "email": "blake.chanowski@toasttab.com",
        "linkedin_url": "http://www.linkedin.com/in/blake-chanowski-b076805"
    },
    {
        "name": "Kevin",
        "last_name": "Hamilton",
        "insight": "Results oriented and data-driven executive with extensive experience building brands, accelerating growth, improving the customer exper
        "profile_pic": "https://media.licdn.com/dms/image/C4D03AQEUCe2Fuhf7Ug/profile-displayphoto-shrink_100_100/0/1516272848867?e=171158400
        "bio": "Kevin is a seasoned executive with a proven track record in leading marketing strategies and driving growth, having contributed to the succes
        "job_title": "Chief Marketing Officer",
        "education": ", ",
        "job_history": [
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            "Advisor",
            "Advisor",
            "SVP and CMO",
            "Vice President of Marketing"
        ],

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      "last_name": "Vassil",
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      "bio": "Jonathan is the Chief Revenue Officer with a strong background in sales leadership, having previously held roles such as SVP of Sales and S
      "job_title": "Chief Revenue Officer",
      "education": ", ",
      "job_history": [
        "Chief Revenue Officer",
        "Lecturer",
        "Fellow & Growth Advisor",
        "SVP/GM, Core BU",
        "SVP, Sales"
      ],
      "email": "jvassil@toasttab.com",
      "linkedin_url": "http://www.linkedin.com/in/jonathanvassil"
    },
    {
      "name": "Peter",
      "last_name": "Spangler",
      "insight": "Entrepreneurial minded data enthusiast applying decision science, analytic solutions and customer research to produce insights, great pr
      "profile_pic": "https://media.licdn.com/dms/image/C5603AQFEneJDuj6uuA/profile-displayphoto-shrink_100_100/0/1516858325995?e=1711584000
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      "job_title": "Head of Marketing Analytics",
      "education": "",
      "job_history": [
        "Head of Marketing Analytics",
        "Co-Founder",
        "Invited Speaker ",
        "Marketing Science Lead",
        "Growth Insights and Analytics"
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    {
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      "last_name": "Solomon",
      "insight": "Experienced marketing professional with over 10 years of marketing experience. Co-Founded M\u00fcsi Inc. and shareholder of two caf
      "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
      "bio": "Brittany is a seasoned marketing professional with over a decade of experience, currently serving as a Customer Marketing Manager and co
      "job_title": "Customer Marketing Manager",
      "education": ", , ",
      "job_history": [
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        "Co-Founder, Marketing Director",
        "Content & Channel Marketing QA Associate",
        "Marketing Consultant",
        "Marketing Specialist"

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    "linkedin_url": "http://www.linkedin.com/in/brittanysolomon"
  },
  {
    "name": "Candice",
    "last_name": "W.",
    "insight": "As a highly experienced and educated digital marketer with roots in cannabis, QSR, technology, healthcare and non-profits, I am passion
    "profile_pic": "https://media.licdn.com/dms/image/D5603AQF4pN24pQQVYQ/profile-displayphoto-shrink_100_100/0/1680018400265?e=171400320
    "bio": "Candice is a seasoned digital marketer with a strong background in various industries including cannabis, QSR, technology, healthcare, and
    "job_title": "Field Marketing Manager",
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      "Social Media and Events Director \ud83c\udf3f\ud83c\udf08",
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      "CRM Strategist"
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    "email": null,
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  {
    "name": "Haley",
    "last_name": "Williams",
    "insight": "Experienced Content Developer and Communicator with a demonstrated history of working in the information technology and services ind
    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQGd40AqsoEJjQ/profile-displayphoto-shrink_100_100/0/1638218931918?e=1711584000
    "bio": "Haley is a seasoned professional in content development and marketing within the IT and services industry, currently holding the position of S
    "job_title": "Senior Associate, Customer Marketing",
    "education": "",
    "job_history": [
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      "Brand Development and Design",
      "Senior Content Marketing Strategist",
      "Senior Content Developer",
      "Content Development Specialist"
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  },
  {
    "name": "Anna",
    "last_name": "Marcelo",
    "insight": "Hi, I'm Anna Marcelo! I'm a user-centric designer based in New York who specializes in creating high-strategy UI/UX design and brand ca
    "profile_pic": "https://media.licdn.com/dms/image/D4E03AQF1X89Ch9UdKQ/profile-displayphoto-shrink_100_100/0/1692803772354?e=171158400
    "bio": "Anna Marcelo is a Marketing UX Designer based in New York with a proven track record of growing brands such as Toast Tab, Hungryroot, a
    "job_title": "Marketing UX Designer",
    "education": "",
    "job_history": [
      "Marketing UX Designer",
      "Senior Designer",
      "Designer",
      "Junior Designer",

      "Freelance Graphic Designer"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/annamarcelo"
  },
  {
    "name": "Jacquie",
    "last_name": "Stevens",
    "insight": "",
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    "bio": "Jacquie is an experienced marketing professional currently working as a Customer Marketing Manager, with a history of progressing through
    "job_title": "Customer Marketing Manager",
    "education": ", , ",
    "job_history": [
      "Customer Marketing Manager",
      "Manager, Partner Marketing & B2B Marketing",
      "Specialist, Channel Marketing",
      "Marketing Coordinator",
      "Coordinator, Global PR & Communications (Luxury & Premium Brands)"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/jacquie-stevens-253624133"
  },
  {
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    "last_name": "Lee, CPA",
    "insight": "",
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    "bio": "Edmund is a Senior Accountant in Revenue Operations with a progressive career in accounting, having advanced from an Assurance Intern
    "job_title": "Senior Accountant, Revenue Operations",
    "education": ", ",
    "job_history": [
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      "Senior Associate",
      "Experienced Associate",
      "Assurance Associate",
      "Assurance Intern"
    ],
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    "linkedin_url": "http://www.linkedin.com/in/edmund-lee-cpa-4559b0a9"
  },
  {
    "name": "Sasha",
    "last_name": "Garfield",
    "insight": "",
    "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
    "bio": "Sasha is currently the Director of Product Marketing with a history of ascending marketing and leadership roles, including Vice President of th
    "job_title": "Director of Product Marketing",
    "education": ", , ",
    "job_history": [
      "Director of Product Marketing",
      "Vice President of the Board & Education Program Coordinator",
      "Senior Product Marketing Manager",

          "Consultant, Director of Strategy & Marketing",
          "Associate Director, Consultant"
        ],
        "email": "email_not_unlocked@domain.com",
        "linkedin_url": "http://www.linkedin.com/in/alexandra-sasha-garfield"
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        "last_name": "Li",
        "insight": "",
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        "job_title": "Customer Marketing Manager",
        "education": "",
        "job_history": [
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          "Performance Marketing Associate, Global CRM, New Verticals",
          "Marketing Specialist",
          "Digital Marketing Associate",
          "Campaigns Marketing"
        ],
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        "linkedin_url": "http://www.linkedin.com/in/stephanie-li-111275122"
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        "job_desc_highlights": [],
        "employer": "Toast",
        "url": "https://careers.toasttab.com/jobs/district-sales-manager-phoenix-arizona-united-states",
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            "subtitle": "False"
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            "subtitle": "False"
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            "subtitle": "Salesforce"
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          "subtitle": "Toast is seeking a District Sales Manager for a remote role responsible for managing and coaching a sales team to drive new busin

        }

      ]

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      "job_desc_highlights": [],

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      "url": "https://careers.toasttab.com/jobs/district-sales-manager-las-vegas-nevada-united-states",

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        },

        {

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          "icon": "scalestack",

          "subtitle": "Toast is seeking a District Sales Manager in a remote role focused on the Las Vegas, NV area. Responsibilities include leading a s

        }

      ]

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      "job_desc_highlights": [],

      "employer": "Toast",

      "url": "https://careers.toasttab.com/jobs/hialeah-fl-territory-account-executive-bilingual-spanish-english-speaking-hialeah-florida-united-states-6d712

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          "subtitle": "Salesforce (CRM)"
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        }
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      "job_desc_highlights": [],
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          "icon": "scalestack",
          "subtitle": "Salesforce CRM"
        },
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          "icon": "scalestack",
          "subtitle": "Toast is seeking an SMB Field Sales Representative for the Encinitas, CA territory to prospect, build relationships, and sign up new
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          "url": "https://careers.toasttab.com/jobs/cerritos-ca-territory-account-executive-cerritos-california-united-states-9375ba11-e209-4839-8cc3-dada4ba
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              "subtitle": "$127,000 - $203,000"
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              "subtitle": "Salesforce CRM"
            },
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              "icon": "scalestack",
              "subtitle": "Toast is seeking an SMB Field Sales Representative for the Cerritos, CA territory to drive restaurant platform adoption. Responsibili
            }
          ]
        }
      ]
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    {
      "name": "UiPath (United States)",
      "website": "http://www.uipath.com",
      "region": "United States",
      "linkedinUrl": "https://www.linkedin.com/company/1523656",
      "industry": "Software Development",
      "weights_score": 0.11312211321867428,
      "company_id": "uipathunitedstates",
      "description": "UiPath is expanding its AI capabilities and partnering with Deloitte to streamline financial operations for companies.",
      "n_employees": 4517,
      "highlights": [
        {
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          "observation": "323 total (1 job openings)",
          "value": 16.61,
          "valueLabel": "16.61% YoY Growth",
          "keyname": "growth_of_employees_who_are_Sales_Strategists"
        },
        {

          "title": "Tech Propensity",

          "observation": "275 total (3 job openings)",

          "value": 4.17,

          "valueLabel": "4.17% YoY Growth",

          "keyname": "growth_of_employees_who_are_Tech_Propensity"

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      {

          "title": "Go-To-Market",

          "observation": "503 total (5 job openings)",

          "value": 16.44,

          "valueLabel": "16.44% YoY Growth",

          "keyname": "growth_of_employees_who_are_Go-To-Market"

      },

      {

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          "observation": "792 total (32 job openings)",

          "value": 12.02,

          "valueLabel": "12.02% YoY Growth",

          "keyname": "growth_of_employees_who_are_Sales_General"

      }

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"company_pic": "https://media.licdn.com/dms/image/C4D0BAQF0v6S05nSsPw/company-logo_200_200/0/1630468240441/uipath_logo?e=1715817600&

"news_list": [

    {

        "title": "\"UiPath's stock climbs despite overvaluation concerns, strong cash reserves, and looming big tech competition.\"",

        "text": "UiPath: I Am Not Ready To Pay Premium Here - SOPA Images/LightRocket via Getty Images\n\nInvestment thesis\n\nUiPath's (NYSE:PATH

        "label": [

            "Leadership",

            "Funding"

        ],

        "insights": [

            "UiPath's stock has risen but is deemed overvalued by the author.",

            "The company has a strong financial position with high cash reserves.",

            "UiPath faces potential competition from tech giants like Microsoft and Google."

        ],

        "news_url": "https://seekingalpha.com/article/4671342-uipath-stock-am-not-ready-to-pay-premium-here-sell",

        "sentiment": 0.5,

        "date_published": "2024-02-19T07:37:00.0000000Z",

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    {

        "title": "\"UiPath and Deloitte Unveil AI Service to Accelerate Finance Tasks for Businesses.\"",

        "text": "UiPath and Deloitte Collaborate to Introduce Turnkey Automation Offering for Growth Companies - NEW YORK, Feb. 15, 2024 /PRNewswir

        "label": [

            "Partnership",

            "Initiatives"

        ],

        "insights": [

            "UiPath teams up with Deloitte to launch a new automation service for growing companies.",

            "The service uses UiPath's AI to speed up finance tasks like handling invoices.",

          "UiPath's platform helps businesses use AI across their operations."
      ],
      "news_url": "https://finance.yahoo.com/news/uipath-deloitte-collaborate-introduce-turnkey-213000029.html",
      "sentiment": 0.5,
      "date_published": "2024-02-15T21:30:00.0000000Z",
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{
      "title": "\"UiPath Boosts Automation with New AI Models and Launches AI-Enhanced Autopilot for Testers.\"",
      "text": "UiPath is Building Foundational Models: CEO - UiPath, a leading enterprise automation software company, is developing foundational mode
      "label": [
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          "Leadership"
      ],
      "insights": [
          "UiPath is creating new AI models to improve automation.",
          "The company launched Autopilot for Test Suite with AI features for testers.",
          "UiPath's platform now helps developers integrate UI, APIs, data, and AI."
      ],
      "news_url": "https://analyticsindiamag.com/uipath-is-building-foundational-models-ceo/",
      "sentiment": 0.5,
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{
      "title": "\"UiPath Unveils AI Innovations for 2M+ Developers and Expands with New India Data Center.\"",
      "text": "UiPath Announces New Developer Features at DevCon 2024 to Bring Latest in AI-powered Productivity to Developer Community - More tha
      "label": [
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          "Partnership"
      ],
      "insights": [
          "UiPath introduced new AI features for developers at DevCon 2024.",
          "Over 2 million developers use UiPath's AI automation tools.",
          "UiPath's new India data center will open in April 2024."
      ],
      "news_url": "https://finance.yahoo.com/news/uipath-announces-developer-features-devcon-033000047.html",
      "sentiment": 0.5,
      "date_published": "2024-02-16T03:30:00.0000000Z",
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},
{
      "title": "\"UiPath to Train 500K Indians in AI, Launch 50 Labs, and Offer 100 Scholarships by 2027.\"",
      "text": "UiPath looks to equip 500,000 Indian professionals with automation skills by 2027 - Elevate Your Tech Prowess with High-Value Skill Cours
      "label": [
          "Initiatives",
          "Partnership",
          "Leadership"
      ],
      "insights": [
          "UiPath plans to train 500,000 Indians in AI and automation by 2027.",
          "The company will launch 50 automation skills labs in Indian colleges.",
          "UiPath is offering 100 scholarships for certification to the disadvantaged."

      ],
      "news_url": "https://economictimes.indiatimes.com/tech/technology/uipath-looks-to-equip-500000-indian-professionals-with-automation-skills-by-202
      "sentiment": 0.5,
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    {
      "title": "UiPath's stock rises, indicating investor confidence bolstered by its substantial cash reserves despite concerns of overvaluation and competi
      "sources": [
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          "title": "\"UiPath's stock climbs despite overvaluation concerns, strong cash reserves, and looming big tech competition.\"",
          "source": "https://seekingalpha.com/article/4671342-uipath-stock-am-not-ready-to-pay-premium-here-sell"
        }
      ],
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      "sources": [
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          "title": "\"UiPath and Deloitte Unveil AI Service to Accelerate Finance Tasks for Businesses.\"",
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          "source": "https://analyticsindiamag.com/uipath-is-building-foundational-models-ceo/"
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          "title": "\"UiPath Unveils AI Innovations for 2M+ Developers and Expands with New India Data Center.\"",
          "source": "https://finance.yahoo.com/news/uipath-announces-developer-features-devcon-033000047.html"
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        {
          "title": "\"UiPath to Train 500K Indians in AI, Launch 50 Labs, and Offer 100 Scholarships by 2027.\"",
          "source": "https://economictimes.indiatimes.com/tech/technology/uipath-looks-to-equip-500000-indian-professionals-with-automation-skills-by-2
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    {
      "title": "UiPath and Deloitte have partnered to offer an AI service aimed at streamlining financial operations for companies.",
      "sources": [
        {
          "title": "\"UiPath and Deloitte Unveil AI Service to Accelerate Finance Tasks for Businesses.\"",
          "source": "https://finance.yahoo.com/news/uipath-deloitte-collaborate-introduce-turnkey-213000029.html"
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          "source": "https://economictimes.indiatimes.com/tech/technology/uipath-looks-to-equip-500000-indian-professionals-with-automation-skills-by-2
        }
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      "sources": [
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          "title": "\"UiPath's stock climbs despite overvaluation concerns, strong cash reserves, and looming big tech competition.\"",
          "source": "https://seekingalpha.com/article/4671342-uipath-stock-am-not-ready-to-pay-premium-here-sell"
        },
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          "title": "\"UiPath Boosts Automation with New AI Models and Launches AI-Enhanced Autopilot for Testers.\"",
          "source": "https://analyticsindiamag.com/uipath-is-building-foundational-models-ceo/"
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      "label": "Leadership"
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  ],
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    {
      "name": "Stephanie",
      "last_name": "Martin",
      "insight": "Delivering efficient structure, intelligence, and actionable insights to elite high-tech sales organizations. Experienced in navigating and de
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQHIpM_OQG1HBQ/profile-displayphoto-shrink_100_100/0/1524250205141?e=171158400
      "bio": "Stephanie is the Global VP of Revenue Operations with a track record of leading sales and channel teams, particularly during periods of sign
      "job_title": "Global VP of Revenue Operations",
      "education": ", ",
      "job_history": [
        "Global VP of Revenue Operations",
        "Commercial Desk Transformation Leader",
        "Director of Revenue Excellence Operations, Global Channels",
        "Sales Operations Manager",
        "Vice President Sales Operations"
      ],
      "email": "stephanie.martin@uipath.com",
      "linkedin_url": "http://www.linkedin.com/in/stephanie-martin-3702662"
    },
    {
      "name": "Julia",
      "last_name": "Leong",
      "insight": "Results driven, Strategically focused, Operations minded leader - passionate about teams, tech, and scale\n\n20 years\u2019 experience
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQHY7UOSDgGlag/profile-displayphoto-shrink_100_100/0/1684932133887?e=171158400
      "bio": "Julia is a seasoned professional with 20 years of experience in the Tech and Media industry, currently serving as the VP of Global Revenue S
      "job_title": "VP, Global Revenue Strategy & Operations",
      "education": ", , ",
      "job_history": [
        "VP, Global Revenue Strategy & Operations",

        "Senior Director, Strategy and Ops",

        "Malaysia Country Site Leader",

        "Senior Director, Business Strategy & Operations",

        "Director, Sales Operations (Marketing Solutions), APAC"

      ],

      "email": "julia.leong@uipath.com",

      "linkedin_url": "http://www.linkedin.com/in/julialeong"

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    {

      "name": "Rajesh",

      "last_name": "Kumar",

      "insight": "",

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      "bio": "Rajesh is currently serving as the Vice President of Marketing, with a history of holding the same position. Details regarding his education are

      "job_title": "Vice President Marketing",

      "education": "",

      "job_history": [

        "Vice President Marketing"

      ],

      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/rajesh-kumar-390a69246"

    },

    {

      "name": "Brendan",

      "last_name": "O'Connor",

      "insight": "Operational excellence driven professional with a passion for helping businesses evolve from the legacy to the cutting edge by leveraging

      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQGDHeTafD_2wQ/profile-displayphoto-shrink_100_100/0/1607892990921?e=171158400

      "bio": "Brendan is a Vice President of Operations with a track record of driving operational excellence and business evolution through technology, kr

      "job_title": "Vice President of Operations",

      "education": "",

      "job_history": [

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        "Director, Revenue Operations",

        "Global Program Manager, Sales Ops",

        "Enterprise Automation Account Manager",

        "Sales Development Program"

      ],

      "email": "brendan.oconnor@uipath.com",

      "linkedin_url": "http://www.linkedin.com/in/oconnorbr"

    },

    {

      "name": "Matei",

      "last_name": "Toader",

      "insight": "I am a former Technology Consultant at Accenture currently working for UiPath, a fast-growing Robotic Process Automation (RPA) compa

      "profile_pic": "https://media.licdn.com/dms/image/C5603AQHrKqKU45VpAw/profile-displayphoto-shrink_100_100/0/1542883242685?e=171158400

      "bio": "Matei is the Senior Director of Sales Operations at UiPath with a strong background in technology consulting at Accenture and experience in

      "job_title": "Senior Director Sales Operations",

      "education": ", ",

      "job_history": [

        "Senior Director Sales Operations",

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        "Management Consultant",

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      "Business Intelligence Consultant"
    ],
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    "linkedin_url": "http://www.linkedin.com/in/mateitoader"
  },
  {
    "name": "Bobby",
    "last_name": "Patrick",
    "insight": "I believe disruptive businesses begin with disruptive tech, fueled finally by the democratization of IT for all. I thrive on helping companies r
    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQHEThTnKzyt8A/profile-displayphoto-shrink_100_100/0/1516189757920?e=1711584000
    "bio": "Bobby is the Chief Marketing Officer with a strong focus on leveraging disruptive technologies such as robotics, AI, and cloud computing to d
    "job_title": "Chief Marketing Officer",
    "education": "",
    "job_history": [
      "Chief Marketing Officer",
      "Advisor",
      "Advisor",
      "Advisor, Investor",
      "Advisor"
    ],
    "email": "email_not_unlocked@domain.com",
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  {
    "name": "Arthur D.",
    "last_name": "Shim",
    "insight": "",
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    "bio": "Arthur D. is currently the Head of Marketing with a strong background in digital sales, transformation, and product marketing, including leader
    "job_title": "Head of Marketing",
    "education": ", ",
    "job_history": [
      "Head of Marketing",
      "Director - Digital Sales & Transformation@Digital House",
      "Regional Marketing Director - CAD, PLM, IoT and AR",
      "Head of Watson Data & AI (& Watson IoT), Marketing, Asia Pacific",
      "Head Of Marketing, Product Marketing"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/arthur-d-shim-0a0b5324"
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  {
    "name": "Alexandra",
    "last_name": "B.",
    "insight": "More than 4 years experience in Revenue Strategy Operations by working for a leading automation software company. Another 5 years B
    "profile_pic": "https://media.licdn.com/dms/image/D5603AQEUKkoWgU3g3Q/profile-displayphoto-shrink_100_100/0/1664105279828?e=17115840
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    "job_title": "Senior Revenue Excellence Operations Manager",
    "education": "",
    "job_history": [
      "Senior Revenue Excellence Operations Manager",
      "Manager, Revenue Excellence Operations",
      "Senior Sales Operations Specialist",

      "CEO Support",
      "Associate Business Analyst"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/alexandra-b-29312189"
  },
  {
    "name": "Maximiliane",
    "last_name": "Ceccotto",
    "insight": "Conception, organization and implementation of successful marketing concepts are the chore of my daily business since more than six ye
    "profile_pic": "https://media.licdn.com/dms/image/C5603AQHmIJY0WsQt8w/profile-displayphoto-shrink_100_100/0/1598858988462?e=171279360
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    "job_history": [
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      "Senior Event Marketing Manager",
      "Senior Event Marketing Manager",
      "Event-Marketing-Manager",
      "Event-Marketing-Manager"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/maximiliane-ceccotto-1625a599"
  },
  {
    "name": "SUNNY",
    "last_name": ".",
    "insight": "4+ years of experience in Supply Chain Management, technology strategy, process improvement in E-commerce and FMCG industry.\nR
    "profile_pic": "https://media.licdn.com/dms/image/D4D03AQEB1t2T9X01yQ/profile-displayphoto-shrink_100_100/0/1695197573641?e=1711584000
    "bio": "Sunny is a seasoned professional in Supply Chain Management with over 4 years of experience, specializing in data analysis, statistical mod
    "job_title": "Senior Revenue Excellence Operations Analyst",
    "education": ", , ",
    "job_history": [
      "Senior Revenue Excellence Operations Analyst",
      "Senior Consultant",
      "Tech Strategy Intern",
      "Management Intern",
      "Winter Intern"
    ],
    "email": null,
    "linkedin_url": "http://www.linkedin.com/in/sunny1992"
  },
  {
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    "last_name": "Jose Pathinaril ",
    "insight": "",
    "profile_pic": "https://media.licdn.com/dms/image/D5603AQEv6eGl1xIgrA/profile-displayphoto-shrink_100_100/0/1695141754777?e=1711584000&
    "bio": "Thomas is currently serving as a Marketing Colead, and his professional background exclusively consists of this role. Details regarding his ed
    "job_title": "Marketing Colead",
    "education": "",
    "job_history": [
      "Marketing Colead"
    ],

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      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/thomas-jose-pathinaril-900a5027b"
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    {
      "name": "Jemma",
      "last_name": "Goodman",
      "insight": "Experienced Marketing Executive with a demonstrated history of working in the technology, cyber security and AI & automation industries
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQGrmKtpeVZOGQ/profile-displayphoto-shrink_100_100/0/1681426408105?e=171158400
      "bio": "Jemma is a seasoned Marketing Specialist with extensive experience in the tech, cyber security, and AI & automation sectors, skilled in stak
      "job_title": "Marketing Specialist",
      "education": ", ",
      "job_history": [
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        "Marketing Coordinator",
        "Intern",
        "Work Experience"
      ],
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      "linkedin_url": "http://www.linkedin.com/in/jemma-goodman-1a5674170"
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      "bio": "Cristian is currently a Revenue Operations Manager with a background in sales strategy and planning, including experience as a Program M
      "job_title": "Rev Ops Manager",
      "education": "",
      "job_history": [
        "Rev Ops Manager",
        "Global Sales Incubation - Program Manager",
        "CMS Planning & Operations",
        "Strategic Accounts - Sales Strategy & Planning",
        "HP-Microsoft EMEA Alliance Business Analyst"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/cristiangogu"
    },
    {
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      "last_name": "Lima",
      "insight": "",
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      "bio": "Simone is a professional in the Marketing field with consistent experience in the industry. Education details are not provided.",
      "job_title": "Marketing",
      "education": "",
      "job_history": [
        "Marketing"
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      "email": null,
      "linkedin_url": "http://www.linkedin.com/in/simone-lima-5aa6b9232"
    },
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        "name": "Susan",
        "last_name": "Norgaard",
        "insight": "As an analytics and insights leader, I turn large-scale data into actionable insights through thoughtful, creative analysis and visual storytel
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        "bio": "Susan is a seasoned analytics and insights professional with a focus on transforming large-scale data into actionable insights and strategic r
        "job_title": "Marketing Analytics",
        "education": ", , ",
        "job_history": [
          "Marketing Analytics",
          "Director, Analytics",
          "Senior Manager, Sales & Marketing Analytics & Insights",
          "Senior Marketing Analytics Manager",
          "Marketing Program Manager"
        ],
        "email": "email_not_unlocked@domain.com",
        "linkedin_url": "http://www.linkedin.com/in/susannorgaard"
      }
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        "employer": "UiPath",
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            "icon": "scalestack",
            "subtitle": "False"
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          {
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            "title": "Compensation",
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            "subtitle": "Not specified"
          },
          {
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            "subtitle": "AI/ML capabilities, Lean Principles, Continuous Process Improvement methodologies"
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          {
            "title": "Ai Summary",
            "icon": "scalestack",
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          }
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      },
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    "url": "https://www.linkedin.com/jobs/view/process-discovery-sales-engineering-specialist-at-uipath-3803564282",
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        "subtitle": "Process Mining, Task Mining, Communications Mining"
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      {
        "title": "Ai Summary",
        "icon": "scalestack",
        "subtitle": "UiPath is looking for a Sales Engineering Specialist to represent their Process Mining, Task Mining, and Communications Mining te
      }
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    "job_desc_highlights": [],
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        "subtitle": "False"
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          "subtitle": "Automation"
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        }
      ]
    },
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  "name": "Udemy (United States)",
  "website": "http://www.udemy.com",
  "region": "United States",
  "linkedinUrl": "https://www.linkedin.com/company/822535",
  "industry": "E-Learning Providers",
  "weights_score": 0.12789818073313633,
  "company_id": "udemyunitedstates",
  "description": "Udemy is launching a $100 million stock buyback program, despite a 12% decrease in its sales team size over the past year.",
  "n_employees": 6700,
  "highlights": [
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      "title": "Sales Strategy",
      "observation": "231 total (14 job openings)",
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    {
      "title": "Tech Propensity",
      "observation": "126 total (2 job openings)",
      "value": -10.64,
      "valueLabel": "-10.64% YoY Growth",
      "keyname": "growth_of_employees_who_are_Tech_Propensity"
    },
    {
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      "observation": "503 total (7 job openings)",
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      "valueLabel": "-12.52% YoY Growth",
      "keyname": "growth_of_employees_who_are_Go-To-Market"
    },
    {
      "title": "Sales General",
      "observation": "659 total (60 job openings)",
      "value": -11.42,

      "valueLabel": "-11.42% YoY Growth",
      "keyname": "growth_of_employees_who_are_Sales_General"
    }
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  "total_score": 23.63,
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  "news_list": [
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      "text": "Why Udemy (UDMY) Shares Are Trading Lower Today - Why Udemy (UDMY) Shares Are Trading Lower Today\n\nWhat Happened:\n\nSha
      "label": [
        "Leadership",
        "Initiatives"
      ],
      "insights": [
        "Udemy's stock fell 22.1% after a report showed lower than expected annual recurring revenue.",
        "The company's yearly and next quarter revenue guidance did not meet analyst predictions.",
        "Udemy plans to cut the share of subscription revenue paid to instructors, starting at 20% in 2024."
      ],
      "news_url": "https://finance.yahoo.com/news/why-udemy-udmy-shares-trading-180156378.html",
      "sentiment": 0.5,
      "date_published": "2024-02-15T18:01:00.0000000Z",
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    },
    {
      "title": "\"Udemy's Revenue Up 16%, Business Soars 34%, Posts Profit, and Eyes AI Growth.\"",
      "text": "Udemy, Inc. (NASDAQ:UDMY) Q4 2023 Earnings Call Transcript - Udemy, Inc. (NASDAQ:UDMY) Q4 2023 Earnings Call Transcript Februa
      "label": [
        "Initiatives",
        "Partnership",
        "Leadership"
      ],
      "insights": [
        "Udemy's revenue grew by 16% in 2023, with Udemy Business seeing a 34% increase.",
        "Udemy reported its first full year of positive adjusted EBITDA, beating their own projections.",
        "Udemy plans to focus on AI and skills development to meet growing global demand."
      ],
      "news_url": "https://finance.yahoo.com/news/udemy-inc-nasdaq-udmy-q4-154255316.html",
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    },
    {
      "title": "\"Udemy's Revenue Soars by 34% with 10M New Learners and AI Focus, Launches $100M Buyback.\"",
      "text": "Udemy Reports Fourth Quarter and Full Year 2023 Results - Udemy Business full-year 2023 revenue grew 34% year-over-year, driven by th
      "label": [
        "Initiatives",
        "Leadership",
        "Funding"
      ],
      "insights": [

          "Udemy Business revenue grew 34% in 2023 due to a shift to skills-based economy and AI skills demand.",
          "Udemy added 10 million learners and over 1,800 Enterprise customers in 2023.",
          "Udemy's Board approved a share buyback program worth up to $100 million."
        ],
        "news_url": "https://markets.businessinsider.com/news/stocks/udemy-reports-fourth-quarter-and-full-year-2023-results-1033068334",
        "sentiment": 0.5,
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      }
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        "sources": [
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              "source": "https://markets.businessinsider.com/news/stocks/udemy-reports-fourth-quarter-and-full-year-2023-results-1033068334"
            }
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        "title": "Udemy launches a $100 million stock buyback initiative amidst a focus on AI growth and an influx of new learners.",
        "sources": [
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              "title": "\"Udemy Stock Plummets Due to Revenue Shortfall and Plans to Reduce Instructor Pay.\"",
              "source": "https://finance.yahoo.com/news/why-udemy-udmy-shares-trading-180156378.html"
            },
            {
              "title": "\"Udemy's Revenue Up 16%, Business Soars 34%, Posts Profit, and Eyes AI Growth.\"",
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            }
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              "title": "\"Udemy's Revenue Soars by 34% with 10M New Learners and AI Focus, Launches $100M Buyback.\"",
              "source": "https://markets.businessinsider.com/news/stocks/udemy-reports-fourth-quarter-and-full-year-2023-results-1033068334"
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      {
        "name": "Genefa",
        "last_name": "Murphy, PhD",
        "insight": "Passionate business leader, with over 15 years of global experience across various domains from product, to GTM to core marketing. In t
        "profile_pic": "https://media.licdn.com/dms/image/C5603AQG4fR6Rsm9gXw/profile-displayphoto-shrink_100_100/0/1610375771729?e=171158400
        "bio": "Genefa is a seasoned business leader and current Chief Marketing Officer with over 15 years of global experience in product management, g
        "job_title": "Chief Marketing Officer",
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          "Member"
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        "email": "email_not_unlocked@domain.com",
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        "profile_pic": "https://media.licdn.com/dms/image/C4D03AQG6BtCg5qr3rA/profile-displayphoto-shrink_100_100/0/1516306134313?e=1712188800
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        "job_title": "Head of GTM/RevOps Analytics",
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          "Information Analytics Manager"
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        "email": "andy.sevastopoulos@udemy.com",
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      "job_title": "Marketing",

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      "job_history": [

        "Marketing"

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      "email": null,

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    {

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      "insight": "Welcome to my LinkedIn profile! I am an experienced email marketing professional with a proven track record of driving business growth

      "profile_pic": "https://media.licdn.com/dms/image/C5103AQFzojOBhbCwPg/profile-displayphoto-shrink_100_100/0/1574159537320?e=1711584000

      "bio": "Chaitanya is an experienced email marketing professional with over 9 years in the industry, skilled in campaign management, automation, an

      "job_title": "Manager, Email Marketing",

      "education": ", ",

      "job_history": [

        "Manager, Email Marketing",

        "Senior Digital Marketing Specialist",

        "Digital Marketing Specialist",

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        "Consultant"

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      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/chaitanya-prakash-34677597"

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      "insight": "Marketing professional with experience in consumer marketing.",

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      "job_title": "Marketing Manager",

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      "bio": "Kyle is a seasoned professional with extensive experience in sales operations, currently focused on GTM (Go-to-Market) strategy and opera
      "job_title": "Senior Sales Operations Analyst | GTM Strategy & Operations ",
      "education": ", , ",
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        "Business Development",
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      "job_title": "Affiliate marketing",
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      "insight": "",
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      "job_title": "YouTube marketing",
      "education": "",
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      "insight": "As a Marketing Specialist, I create and manage marketing campaigns that reach and engage millions of people. I use my expertise in Fac
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      "job_title": "Marketing And Public Relations Specialist",
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    {
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      "insight": "> Organize promotional events at trade shows and other venues, coordinating with our staff to ensure prompt delivery of materials and m
      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHyc3XND9M4Tg/profile-displayphoto-shrink_100_100/0/1653744445904?e=171158400
      "bio": "Nirmla is a Marketing Manager experienced in organizing promotional events, coordinating logistics, and leading a marketing team, with a pr
      "job_title": "Marketing Manager",
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    {
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      "last_name": "Mehta",
      "insight": "> Conduct market research to find answers about consumer requirements, habits and trends\n> Brainstorm and develop ideas for creativ
      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHCdY4g17qchQ/profile-displayphoto-shrink_100_100/0/1652933817397?e=171158400
      "bio": "Charu is a Marketing Specialist with experience in market research, campaign development, and data analysis, and has a history of progress
      "job_title": "Marketing Specialist",
      "education": ", ",
      "job_history": [
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          "Marketing Assistant"
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      "linkedin_url": "http://www.linkedin.com/in/charu-mehta-50b788238"

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      },
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        "last_name": "Wu, MBA",
        "insight": "I'm a triple M: marketer, musician, and mom. As a versatile B2B and B2C marketing leader who has built global marketing teams who or
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        "bio": "Stephanie is a seasoned marketing leader with expertise in B2B and B2C marketing, currently serving as the Director of Integrated Campaig
        "job_title": "Director, Integrated Campaigns",
        "education": ", , ",
        "job_history": [
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          "Assistant Principal Cellist",
          "Senior Manager, Global Enterprise Marketing Campaigns",
          "Global Marketing Programs Lead",
          "Global Campaigns Manager, Google Cloud"
        ],
        "email": "email_not_unlocked@domain.com",
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        "bio": "Hasnaa is a professional trainer currently specializing in marketing, with a background in health and safety training. Her educational details a
        "job_title": "Marketing trainer",
        "education": ", ",
        "job_history": [
          "Marketing trainer",
          "Health and safety trainer",
          "Student"
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        "email": "email_not_unlocked@domain.com",
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        "subtitle": "Salesforce, Salesloft, Gong, LinkedIn Sales Navigator"
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          "icon": "scalestack",
          "subtitle": "Udemy is seeking a Manager, Enterprise Sales to lead and manage an Enterprise sales team focused on new business sales in the
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    "website": "http://www.sentinelone.com",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/2886771",
    "industry": "Computer and Network Security",
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    "company_id": "sentineloneunitedstates",
    "description": "SentinelOne's sales team grew by 8% over the last year and recently partnered with Aston Martin F1 to boost cybersecurity and brand exp
    "n_employees": 1696,
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        "keyname": "growth_of_employees_who_are_Sales_Strategists"
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        "observation": "81 total (6 job openings)",
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        "valueLabel": "8.00% YoY Growth",
        "keyname": "growth_of_employees_who_are_Tech_Propensity"
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        "observation": "419 total (6 job openings)",
        "value": 7.99,
        "valueLabel": "7.99% YoY Growth",
        "keyname": "growth_of_employees_who_are_Go-To-Market"
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        "valueLabel": "7.72% YoY Growth",
        "keyname": "growth_of_employees_who_are_Sales_General"
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    "text": "Aston Martin Aramco Formula One team drives cybersecurity with SentinelOne - Dubai, United Arab Emirates - In 2021 The Aston Martin Ar
    "label": [
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        "Initiatives"
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    "insights": [
        "SentinelOne is now the Official Cybersecurity Partner for the Aston Martin Aramco Formula One Team.",
        "The team uses SentinelOne's AI tech to protect their data and stay safe from cyber threats.",
        "SentinelOne's Singularity Platform helps the team secure all their devices and cloud work."
    ],
    "news_url": "https://www.zawya.com/en/press-release/companies-news/aston-martin-aramco-formula-one-team-drives-cybersecurity-with-sentinelo
    "sentiment": 0.5,
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    "label": [
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        "SentinelOne's average price target rose to $28.2, up over 30% from the previous $21.57.",
        "Analysts have recently upgraded SentinelOne, with several raising their price targets.",
        "SentinelOne's revenue grew by 42.35% as of October 31, 2023, outpacing IT sector peers."
    ],
    "news_url": "https://markets.businessinsider.com/news/stocks/the-latest-analyst-ratings-for-sentinelone-1033066234",
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{
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        "The company is expected to see a revenue growth slowdown to 46% in 2023 but a nnARR growth reacceleration to +10% in 2024.",
        "Despite competition, SentinelOne trades at a discount with a 7.5x CY25E EV/Sales ratio, suggesting a valuation upside."
    ],
    "news_url": "https://markets.businessinsider.com/news/stocks/sentinelone-s-stock-surge-echoes-strong-market-potential-analyst-anticipates-compe
    "sentiment": 0.5,
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          "label": [
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            "SentinelOne's stock hit its highest since April 2022 after the upgrade, closing at $30, up 3.5% in a day.",
            "The upgrade followed high transaction activity in cybersecurity, with expectations of better sales ahead."
          ],
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          "text": "Aston Martin Aramco F1 team extends cybersecurity partnership with SentinelOne - The Aston Martin Aramco Formula One team has signe
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            "SentinelOne's AI platform will help Aston Martin Aramco with AI threat hunting in 2024.",
            "SentinelOne's logo will be on Aston Martin's F1 cars, showing a strong brand partnership."
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        "title": "SentinelOne boosts Aston Martin F1's cyber defense and brand visibility through 2025.",
        "source": "https://www.sportsbusinessjournal.com/Articles/2024/02/14/aston-martin-sentinelone"
      }
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    "label": "Initiatives"
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    "title": "SentinelOne forms a strategic partnership with Aston Martin F1 to enhance cybersecurity and brand exposure until 2025.",
    "sources": [
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        "title": "SentinelOne Teams Up with Aston Martin F1 as Official Cybersecurity Partner to Shield Data with AI Tech.",
        "source": "https://www.zawya.com/en/press-release/companies-news/aston-martin-aramco-formula-one-team-drives-cybersecurity-with-sentin
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        "title": "SentinelOne boosts Aston Martin F1's cyber defense and brand visibility through 2025.",
        "source": "https://www.sportsbusinessjournal.com/Articles/2024/02/14/aston-martin-sentinelone"
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    "label": "Partnership"
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        "title": "SentinelOne's stock soars as analysts upgrade targets and revenue jumps 42%.",
        "source": "https://markets.businessinsider.com/news/stocks/the-latest-analyst-ratings-for-sentinelone-1033066234"
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        "title": "SentinelOne stock jumps on BofA upgrade with a higher price target and promising growth outlook despite competition.",
        "source": "https://markets.businessinsider.com/news/stocks/sentinelone-s-stock-surge-echoes-strong-market-potential-analyst-anticipates-com
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        "source": "https://www.sportsbusinessjournal.com/Articles/2024/02/14/aston-martin-sentinelone"
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  {
    "name": "Diana",
    "last_name": "Green",
    "insight": "Business Executive with 20+ Years of Experience in Business Consulting, Go To Market Strategies, Sales Finance, Sales Operations Pro
    "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
    "bio": "Diana is a seasoned Business Executive with over 20 years of experience specializing in business consulting, sales finance, and operations,
    "job_title": "Vice President, Revenue Operations",
    "education": ", ",
    "job_history": [
      "Vice President, Revenue Operations",
      "Senior Director, Commercial Operations",
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      "Head of Global Sales Operations",

      "Director of Finance- West, Central, Canada and LATAM Sales Area Controller",

      "Sr. Manager of Finance- Commercial and Canada Area Controller"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/diana-green-2857321"

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    "name": "Sally",

    "last_name": "Jenkins",

    "insight": "Sally Jenkins is a seasoned operating executive in marketing and was honored by the Silicon Valley Business Journal as CMO of the Yea

    "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHwyC5GUaIOhA/profile-displayphoto-shrink_100_100/0/1516252514298?e=171158400

    "bio": "Sally Jenkins is an award-winning Chief Marketing Officer with a track record of success in global B2C and B2B marketing within SaaS/Cloud

    "job_title": "Chief Marketing Officer",

    "education": ", ",

    "job_history": [

      "Chief Marketing Officer",

      "Independent Board Member",

      "Board of Advisors",

      "Chief Marketing Officer",

      "EVP and Chief Marketing Officer"

    ],

    "email": null,

    "linkedin_url": "http://www.linkedin.com/in/sallyjenkins99"

  },

  {

    "name": "Manal",

    "last_name": "Batmani-Bari",

    "insight": "Strategic, results oriented marketing executive with high tech experience building, creating and delivering successful marketing programs

    "profile_pic": "https://media.licdn.com/dms/image/D5603AQH8nTcppNRKsA/profile-displayphoto-shrink_100_100/0/1688706040652?e=171158400

    "bio": "Manal is a seasoned marketing executive with extensive experience in leading marketing programs and building high-performing teams at Fo

    "job_title": "Chief of Staff, Marketing",

    "education": ", ",

    "job_history": [

      "Chief of Staff, Marketing",

      "Sr. Director, Brand and Marketing Communications",

      "Director, Global Marketing Communications",

      "Partner Marketing Communications Consultant (contract assignment)",

      "Founder"

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    "linkedin_url": "http://www.linkedin.com/in/manalbatmanibari"

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  {

    "name": "Michael",

    "last_name": "Cremen",

    "insight": "Highly accomplished and results-driven executive leader with 25 years of proven performance in customer facing roles. Skilled and exper

    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQEjsyUYb5vNlQ/profile-displayphoto-shrink_100_100/0/1517433156897?e=1711584000

    "bio": "Michael is a seasoned executive leader with 25 years of experience in customer-facing roles, currently serving as President and Chief Rever

    "job_title": "President and Chief Revenue Officer ",

    "education": ", , ",

    "job_history": [

      "President and Chief Revenue Officer ",

      "Chief Sales Officer",

      "Chief Revenue Officer",

      "Senior Vice President, Americas Sales",

      "Executive Vice President, Global Sales"

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    "name": "Aditya",

    "last_name": "Onkarappa",

    "insight": "5+ years of proven experience in analytics, sales and business operations with a demonstrated history of working in the information techr

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    "bio": "Aditya is a Sales Operations Manager with over 5 years of experience in analytics, sales, and business operations, primarily in the IT service

    "job_title": "Sales Operations Manager",

    "education": ", ",

    "job_history": [

      "Sales Operations Manager",

      "Sales Operations Manager",

      "Manager - Enterprise Sales Operations",

      "Data Assurance Quality Analyst",

      "Sales Analyst"

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    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/aditya-onkarappa-93181297"

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  {

    "name": "Alice",

    "last_name": "Cho",

    "insight": "My passion is in crafting powerful messaging and building engaging programs that drive revenue, brand awareness, and transform custor

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    "bio": "Alice is a seasoned marketing professional with a focus on technology partnerships, channel marketing, and customer engagement, currently

    "job_title": "Director, Technology Partner Marketing",

    "education": ", ",

    "job_history": [

      "Director, Technology Partner Marketing",

      "Director, Channel Marketing & App Marketplace",

      "Senior Manager, Customer Marketing & Social Media",

      "Product Marketing Manager",

      "Marketing Operations Manager"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/alicehcho"

  },

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    "name": "Kevin",

    "last_name": "Radmall",

    "insight": "",

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQFV1giQxZl_eA/profile-displayphoto-shrink_100_100/0/1632766254020?e=1713398400&

    "bio": "Kevin is currently a Senior Sales Operations Manager with a strong background in IT management, including roles as Director of Information

    "job_title": "SR Sales Operations Manager",

    "education": ", , ",

    "job_history": [

        "SR Sales Operations Manager",

        "Director of Information Technology",

        "Director of Information Systems",

        "Director of Enterprise Applications ",

        "SR Salesforce.com Administrator"

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      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/kevin-radmall-a426b413"

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      "name": "Zach",

      "last_name": "Levis",

      "insight": "Senior Marketing Executive leading the Channel Marketing organization responsible for driving relevancy, demand and loyalty to, and wit

      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQFSHJ4P6CToBg/profile-displayphoto-shrink_100_100/0/1612913544259?e=171158400

      "bio": "Zach is a seasoned Senior Marketing Executive with a track record of leading successful channel marketing organizations, driving revenue g

      "job_title": "Director Channel Marketing",

      "education": "",

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        "Director Channel Marketing",

        "Senior Manager - Partner Marketing",

        "Director Channel Marketing",

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        "Senior Manager, Field Marketing Programs"

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      "linkedin_url": "http://www.linkedin.com/in/zach-levis-3b5a0b10"

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      "bio": "Helen is a seasoned professional with extensive experience in business intelligence and data analysis, currently serving as a Senior Busines

      "job_title": "Senior Business Intelligence Analyst",

      "education": ", ",

      "job_history": [

        "Senior Business Intelligence Analyst",

        "Marketing Business Intelligence Analyst",

        "Senior Data Analyst | IBM Security",

        "Product Owner | Multi-Touch Attribution",

        "Data Analyst | Marketing Analytics & Data"

      ],

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      "linkedin_url": "http://www.linkedin.com/in/helen-hsia-409bb591"

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    {

      "name": "Jenny",

      "last_name": "Conley-Bauer",

      "insight": "Hello Everyone! I'm Jenny, an analytical, versatile, and accomplished professional with extensive experience in planning, overseeing, an

      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQG61vLSjcAojw/profile-displayphoto-shrink_100_100/0/1517738160524?e=1711584000

      "bio": "Jenny is a seasoned marketing professional with a strong background in global marketing initiatives, market analysis, and strategic planning

      "job_title": "Channel Marketing Specialist",

      "education": "",

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        "Retail Planning Associate"
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        "icon": "scalestack",
        "subtitle": "CRM software (e.g. Salesforce), MS Excel"
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        "icon": "scalestack",
        "subtitle": "Seeking a Sales Development Representative in Oregon or Florida to bridge Marketing and Sales teams, drive business growth thr
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        "subtitle": "Salesforce, MS Excel"
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        "subtitle": "Endpoint security, malware prevention, anti-virus, cloud security, XDR, cybersecurity"
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        "icon": "scalestack",
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    "url": "https://www.linkedin.com/jobs/view/federal-sales-representative-civilian-at-sentinelone-3744437711",
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            "subtitle": "XDR platform, AI models, Endpoint security solutions, Salesforce.com"
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            "title": "Ai Summary",
            "icon": "scalestack",
            "subtitle": "SentinelOne is seeking a Federal Sales Representative for the Civilian segment, with a focus on selling endpoint security solutions.
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    "website": "https://jfrog.com/",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/455737",
    "industry": "Software Development",
    "weights_score": 0.10733330960283699,
    "company_id": "jfrogunitedstates",
    "description": "JFrog's sales team grew by 14% in the last year and is currently hiring 30 new sales professionals.",
    "n_employees": 1288,
    "highlights": [
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        "title": "Sales Strategy",
        "observation": "116 total (8 job openings)",
        "value": 22.11,
        "valueLabel": "22.11% YoY Growth",
        "keyname": "growth_of_employees_who_are_Sales_Strategists"
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      {
        "title": "Tech Propensity",
        "observation": "32 total (0 job openings)",
        "value": 6.67,
        "valueLabel": "6.67% YoY Growth",
        "keyname": "growth_of_employees_who_are_Tech_Propensity"
      },
      {
        "title": "Go-To-Market",
        "observation": "190 total (16 job openings)",
        "value": 13.77,
        "valueLabel": "13.77% YoY Growth",
        "keyname": "growth_of_employees_who_are_Go-To-Market"
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      {
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      "title": "Sales General",

      "observation": "267 total (35 job openings)",

      "value": 14.1,

      "valueLabel": "14.10% YoY Growth",

      "keyname": "growth_of_employees_who_are_Sales_General"

    }

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  "total_score": 23.11,

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  "news_list": [

    {

      "title": "\"JFrog's Revenue Soars with Big Deals and Beats Estimates, Eyes Higher Earnings in FY24.\"",

      "text": "JFrog's Penetration Into The Large Enterprise Market Has Turned Me Bullish - Chadchai Ra-ngubpai/Moment via Getty Images\n\nInvestme

      "label": [

        "Initiatives",

        "Leadership",

        "Funding"

      ],

      "insights": [

        "JFrog's focus on large enterprise customers has paid off, with significant growth in deals over $1M in ARR.",

        "In Q4 FY23, JFrog's revenue beat estimates by 4.6%, with a 27% year-over-year increase.",

        "JFrog expects strong revenue growth and higher adjusted earnings per share in FY24."

      ],

      "news_url": "https://seekingalpha.com/article/4670969-jfrogs-penetration-large-enterprise-market-turned-me-bullish",

      "sentiment": 0.5,

      "date_published": "2024-02-16T14:10:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/C560BAQEkP8uCht9lsQ/company-logo_200_200/0/1663773785634/jfrog_ltd_logo?e=17164

    },

    {

      "title": "\"JFrog stock soars after surpassing revenue and profit forecasts with a bright earnings outlook.\"",

      "text": "Why Is JFrog (FROG) Stock Soaring Today - Why Is JFrog (FROG) Stock Soaring Today\n\nWhat Happened:\n\nShares of software develo

      "label": [

        "Initiatives"

      ],

      "insights": [

        "JFrog stock rose nearly 30% after a strong first-quarter report.",

        "The company beat Wall Street's revenue and profit forecasts.",

        "JFrog's outlook for future earnings is higher than expected."

      ],

      "news_url": "https://finance.yahoo.com/news/why-jfrog-frog-stock-soaring-180154607.html",

      "sentiment": 0.5,

      "date_published": "2024-02-15T18:01:00.0000000Z",

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      "title": "\"JFrog Soars with Strong Q4, Bank of America's Buy Rating, and Cloud Growth Focus.\"",

      "text": "Buy Rating on JFrog Supported by Strong Q4 Performance and Promising Cloud Growth Forecast - JFrog (FROG \u2013 Research Report)

      "label": [

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      "JFrog's Q4 results were strong, leading to a Buy rating and a $54 price target from Bank of America.",
      "The company's cloud services are expected to grow, with a focus on enterprise clients.",
      "Despite insider sales, analysts remain positive on JFrog's stock performance."
    ],
    "news_url": "https://markets.businessinsider.com/news/stocks/buy-rating-on-jfrog-supported-by-strong-q4-performance-and-promising-cloud-growth
    "sentiment": 0.5,
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  {
    "title": "\"JFrog's Cloud Revenue Jumps 59%, Hits $48.80 Stock High, and Grows Total Revenue to $350M with Top Fortune 100 Clients.\"",
    "text": "JFrog Stock Surges On Rapid Growth In Q4 Cloud Revenue - JFrog shares today hit a new 52-week high of $48.80. After rising 62% in 202
    "label": [
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      "Leadership"
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    "insights": [
      "JFrog's Q4 cloud revenue soared 59%, driving its stock to a 52-week high of $48.80.",
      "In 2023, JFrog's total revenue increased by 25% to nearly $350 million.",
      "JFrog's customer base includes 83% of the Fortune 100, with cloud revenue up 50% in 2023."
    ],
    "news_url": "https://www.forbes.com/sites/robertdefrancesco/2024/02/15/jfrog-stock-surges-on-rapid-growth-in-q4-cloud-revenue/",
    "sentiment": 0.5,
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                }
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            "label": "Leadership"
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            "name": "Lou",
            "last_name": "Dora",
            "insight": "Sales Operations, Commercial Operations\n - Deal desk, pricing & monetization, contracting, complex deals, enterprise software licensin
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            "bio": "Lou is a seasoned executive with extensive experience in sales and business operations, currently serving as the Vice President of Global R
            "job_title": "Vice President, Global Revenue Operations",
            "education": ", , ",
            "job_history": [
                "Vice President, Global Revenue Operations",
                "Vice President, Commercial Operations & Deal Strategy - MuleSoft",
                "Vice President, Global Deal Desk & Revenue Operations (MuleSoft BU)",
                "Vice President Sales Operations",
                "VP, Business Operations"
            ],
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            "last_name": "Nijmeh",
            "insight": "Innovative and proven marketing executive who possesses a balance of strategic thinking, data-driven decision making with proven resul
            "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHeVqpZsAvXQA/profile-displayphoto-shrink_100_100/0/1516244624921?e=17115840C
            "bio": "Micheline is a seasoned Chief Marketing Officer with a strong track record in SaaS-based marketing, global demand generation, and C-level
            "job_title": "Chief Marketing Officer",
            "education": "",
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        ],

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        "linkedin_url": "http://www.linkedin.com/in/michelinenijmeh"

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    {

        "name": "Tali",

        "last_name": "Notman",

        "insight": "Someone once described it ; \"We love to sell, but do it to prove success rather than out of a need for revenue\"\u200b.\n\nJFrog is a lead

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        "bio": "Tali is the Chief Revenue Officer at JFrog, a leading enterprise software company known for creating tools like Artifactory and Bintray, with a

        "job_title": "Chief Revenue Officer (CRO)",

        "education": ", ",

        "job_history": [

          "Chief Revenue Officer (CRO)",

          "VP of Sales",

          "Director of Sales",

          "Director of HR",

          "HR Manager"

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        "email": null,

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    },

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        "name": "Roni",

        "last_name": "Sheaffer",

        "insight": "Devout multi-tasker with 15+ years of experience in project management, program development and administration. \nPassionate about v

        "profile_pic": "https://media.licdn.com/dms/image/C5603AQFcqso_tYWRKA/profile-displayphoto-shrink_100_100/0/1631253878346?e=171400320

        "bio": "Roni is a seasoned professional with over 15 years of experience in project management and program development, currently serving as the

        "job_title": "Chief of Staff to the CRO",

        "education": ", ",

        "job_history": [

          "Chief of Staff to the CRO",

          "Sales Program Manager",

          "Relocation Consultant",

          "Export Project Leader",

          "Head of Academic Development Dept."

        ],

        "email": "ronis@jfrog.com",

        "linkedin_url": "http://www.linkedin.com/in/roni-sheaffer-b49b3864"

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    {

        "name": "Revital (Tali)",

        "last_name": "Rabany-Levi",

        "insight": "Marketing Operations leader, with over 10 years of experience. \nIncreasing company revenue is my goal.\nDriving the marketing-sales le

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        "job_title": "Head of Marketing Automation",

        "education": ", , ",

        "job_history": [

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      "last_name": "Pollard Woodell",
      "insight": "",
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      "bio": "Melissa is an experienced Event Marketing Manager with a history of holding the same title across various companies, indicating a strong sp
      "job_title": "Event Marketing Manager",
      "education": "",
      "job_history": [
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      ],
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    {
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      "last_name": "Cameron",
      "insight": "Global go to market leader tested at building B2B growth strategies across technology and services portfolios. Takes a data-driven, custo
      "profile_pic": "https://media.licdn.com/dms/image/C5603AQH7oghkp9HNLw/profile-displayphoto-shrink_100_100/0/1601521220702?e=171158400
      "bio": "Judy is a seasoned go-to-market leader with extensive experience in building B2B growth strategies, particularly in the technology sector, inc
      "job_title": "Global Partner Marketing",
      "education": ", ",
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        "Director, Product Marketing - Global Services Solutions",
        "Strategic Alliances Leader",
        "Industry Marketing Leader - Technology, Life Sciences, Communications & Media",
        "Head of Marketing"
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      "linkedin_url": "http://www.linkedin.com/in/judymcameron"
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    {
      "name": "Biplab",
      "last_name": "Paul, PMP",
      "insight": "With over 10 years of experience in marketing, I am a passionate and driven leader who strives to create impactful and innovative solutio
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      "education": ", , ",
      "job_history": [
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        "Regional Marketing Manager",
        "Associate Director - Marketing",
        "Community & Developer Marketing Lead",
        "Lead Consultant"

      ],
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      "linkedin_url": "http://www.linkedin.com/in/paulbiplab"
    },
    {
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      "last_name": "Balouka",
      "insight": "I'm a results-driven professional with a passion for marketing, employer branding, and HR. With a keen understanding of the power of eff
      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHSlcugDPVeVw/profile-displayphoto-shrink_100_100/0/1661936813141?e=171158400
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      "job_title": "Marketing Events Specialist",
      "education": "",
      "job_history": [
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        "Employer Branding Specialist at Xtra Mile",
        "Account Manager",
        "Franchise and Accessibility Coordinator ",
        "Workshop moderator"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/adi-balouka"
    },
    {
      "name": "Yaad",
      "last_name": "Mizrachi",
      "insight": "After serving in the military as an officer, I was working at DHL flying cargo, in charge of sea export and oversee delivery from shipper to
      "profile_pic": "https://media.licdn.com/dms/image/D4D03AQFpPd3_jwyJ5w/profile-displayphoto-shrink_100_100/0/1693929620892?e=1711584000
      "bio": "Yaad is a Marketing Project Manager with a background in military leadership, export operations at DHL, and experience in manufacturing ar
      "job_title": "Marketing Project Manager",
      "education": "",
      "job_history": [
        "Marketing Project Manager",
        "MPC team Desk owner",
        "Member of Manufacturing and Production Control team",
        "Export Operations",
        "Officer"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/yaadmizrachi182"
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    {
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      "last_name": "Roy",
      "insight": "",
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      "bio": "Benoy is a seasoned professional in sales operations, currently working as a Sales Operations Specialist with a background that includes rol
      "job_title": "Sales Operations Specialist",
      "education": "",
      "job_history": [
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        "Lead Business Analyst - Global Partner Operation ",
        "Senior Analyst - Global Finance Information Center ",
        "Renewal Sales Analyst",

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      "Business Data Analyst"
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    "linkedin_url": "http://www.linkedin.com/in/benoy-roy-603a06b3"
  },
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    "last_name": "Raichur",
    "insight": "I had first discovered my passion for Marketing during an Advertising seminar when I also learned that advertisements create an emotion
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    "bio": "Parth is a Growth Marketing Analyst with a strong passion for creative marketing and experience in digital advertising, including proficiency w
    "job_title": "Growth Marketing Analyst",
    "education": ", ",
    "job_history": [
      "Growth Marketing Analyst",
      "Paid Marketing Analyst",
      "Site Civil Engineer",
      "Global Entrepreneurship",
      "Head of annual technical events "
    ],
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    "linkedin_url": "http://www.linkedin.com/in/parth-raichur-98278314a"
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  {
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    "last_name": "Dang",
    "insight": "Former events pro turned employer brand marketing enthusiast :)",
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    "job_title": "Senior Marketing Manager",
    "education": "",
    "job_history": [
      "Senior Marketing Manager",
      "Employer Brand Marketing",
      "Senior Manager, Global Marketing Events",
      "Community Engagement Manager",
      "Events Marketing"
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    "last_name": "Bauhs",
    "insight": "Director in Business Analytics & Strategy with 5+ years in the DevOps industry focused on accelerating revenue by leveraging data. My t
    "profile_pic": "https://media.licdn.com/dms/image/C5603AQFX_xeT1iKu1g/profile-displayphoto-shrink_100_100/0/1573248422476?e=1711584000
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    "job_title": "Director of RevOps, Customer Analytics & Strategy",
    "education": ", ",
    "job_history": [
      "Director of RevOps, Customer Analytics & Strategy",
      "Sr. Manager, Cloud Business Analytics",
      "Manager, Cloud Business Analytics",
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          "Lead Cloud Analyst",
          "Sr. Strategy Analyst"
        ],
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      },
      {
        "name": "Elana",
        "last_name": "Marom",
        "insight": "Full-stack marketing leader with extensive experience in B2B marketing, communications, PR/IR/AR, product marketing, partnerships and
        "profile_pic": "https://media.licdn.com/dms/image/C4D03AQF3jWlk8C4X_w/profile-displayphoto-shrink_100_100/0/1660122182652?e=1711584000
        "bio": "Elana is a seasoned full-stack marketing leader with a strong background in B2B marketing, known for driving business growth through strate
        "job_title": "Director of Product Marketing",
        "education": ", , ",
        "job_history": [
          "Director of Product Marketing",
          "Vice President Marketing",
          "Director of Product Marketing",
          "Director of Marketing",
          "Sr. Product Marketing Manager"
        ],
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        "linkedin_url": "http://www.linkedin.com/in/elana-marom-1a3a722"
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      {
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          "subtitle": "JFrog is looking for an Enterprise Security Sales Specialist to drive sales of JFrog's Security Solution to enterprise accounts nationw
        }
      ]
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    {
      "job_title": "Manager, Enterprise Sales",
      "job_desc_highlights": [],
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        }
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          "icon": "scalestack",
          "subtitle": "Salesforce"
        },
        {
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          "icon": "scalestack",
          "subtitle": "Seeking a Sr. Sales Operations Specialist to support the sales team in operational aspects, manage the quote-to-cash process, col
        }
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              "subtitle": "Atlanta, US"
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              "icon": "scalestack",
              "subtitle": "3 days in office / 2 days remote"
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            }
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      "website": "http://www.sophos.com/",
      "region": "United States",
      "linkedinUrl": "https://www.linkedin.com/company/5053",
      "industry": "Software Development",
      "weights_score": 0.08393414919324316,
      "company_id": "sophosunitedstates",
      "description": "Sophos is transitioning to a service-based model and is currently hiring over 50 new sales professionals.",

"n_employees": 4646,
"highlights": [
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    "observation": "173 total (1 job openings)",
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  },
  {
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    "observation": "48 total (4 job openings)",
    "value": -5.88,
    "valueLabel": "-5.88% YoY Growth",
    "keyname": "growth_of_employees_who_are_Tech_Propensity"
  },
  {
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    "observation": "254 total (5 job openings)",
    "value": 3.25,
    "valueLabel": "3.25% YoY Growth",
    "keyname": "growth_of_employees_who_are_Go-To-Market"
  },
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    "observation": "411 total (17 job openings)",
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    "valueLabel": "0.74% YoY Growth",
    "keyname": "growth_of_employees_who_are_Sales_General"
  }
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"news_list": [
  {
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    "text": "5 Things To Know About The Sophos CEO Transition - 5 Things To Know About The Sophos CEO Transition\n\nHere\u2019s what we know
    "label": [
      "Leadership",
      "Initiatives"
    ],
    "insights": [
      "Joe Levy is now acting CEO of Sophos, a cybersecurity leader.",
      "Sophos has grown its revenue to over $1 billion under Hagerman.",
      "Sophos aims to deliver all products as a service with channel help."
    ],
    "news_url": "https://www.crn.com/news/security/2024/5-things-to-know-about-the-sophos-ceo-transition",
    "sentiment": 0.5,
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  },

{
    "title": "\"Sophos Enhances Security Against Evolving Qbot Malware Threats.\"",
    "text": "New Qbot malware variant uses fake Adobe installer popup for evasion - The developer of Qakbot malware, or someone with access to the
    "label": [
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    "insights": [
        "Sophos X-Ops found new Qbot malware versions since December.",
        "Qbot now hides better and checks for security software, says Sophos.",
        "Sophos updates defenses by studying Qbot's changes."
    ],
    "news_url": "https://www.bleepingcomputer.com/news/security/new-qbot-malware-variant-uses-fake-adobe-installer-popup-for-evasion/",
    "sentiment": 0.5,
    "date_published": "2024-02-15T12:27:00.0000000Z",
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{
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    "text": "Burnout among cybersecurity professionals threaten to weaken security shield - It is not just the gullible consumers that are at great risk as t
    "label": [
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    ],
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        "Cybersecurity staff in India lose 3.6 hours weekly to burnout, says Sophos study.",
        "Sophos finds 25% of Indian firms had breaches tied to cybersecurity burnout."
    ],
    "news_url": "https://www.thehindubusinessline.com/info-tech/burnout-among-cybersecurity-professionals-threaten-to-weaken-security-shield/article(
    "sentiment": 0.5,
    "date_published": "2024-02-12T15:08:00.0000000Z",
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{
    "title": "Sophos Warns Burnout Hits 83% of India's Cybersecurity Experts, Raises Breach Risks.",
    "text": "More than 80% cybersecurity professionals in India suffering from burnout, claims report; and why it is dangerous for companies - Cybersec
    "label": [
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        "Leadership"
    ],
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        "Sophos report finds 83% of India's cybersecurity pros are burnt out.",
        "Burnout among these professionals has led to security breaches.",
        "Sophos urges better mental health support to prevent burnout-related risks."
    ],
    "news_url": "https://timesofindia.indiatimes.com/gadgets-news/more-than-80-cybersecurity-professionals-in-india-suffering-from-burnout-claims-rep(
    "sentiment": 0.5,
    "date_published": "2024-02-12T11:41:00.0000000Z",
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{
    "title": "Sophos alerts South Africa's hotels to guard against new 'inhospitality' email malware with staff training and tools.",
    "text": "SA hospitality sector a target for new malware campaign - With a market size of more than $1.3bn, the hospitality industry in South Africa re
    "label": [

          "Initiatives",
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          "The 'inhospitality' malspam campaign uses advanced social engineering to steal passwords.",
          "Sophos South Africa advises regular staff training and advanced malware tools for defense."
        ],
        "news_url": "https://www.zawya.com/en/world/africa/sa-hospitality-sector-a-target-for-new-malware-campaign-fzqi0nzm",
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          "source": "https://timesofindia.indiatimes.com/gadgets-news/more-than-80-cybersecurity-professionals-in-india-suffering-from-burnout-claims-r
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        {
          "title": "Sophos alerts South Africa's hotels to guard against new 'inhospitality' email malware with staff training and tools.",
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        "name": "Michael",
        "last_name": "Valentine",
        "insight": "National Sales Manager - Panasonic\nVice President Americas Sales - WatchGuard Technologies\nVice President Americas Sales - Sor
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        "bio": "Michael is the Chief Revenue Officer with a strong background in IT sales, having held VP positions at WatchGuard Technologies, SonicWA
        "job_title": "Chief Revenue Officer (CRO)",
        "education": "",
        "job_history": [
          "Chief Revenue Officer (CRO)",
          "Chief Revenue Officer (CRO)",
          "Vice President Americas - Sales & Support",
          "VP, Channels",
          "VP Americas Sales"
        ],
        "email": "michael.valentine@sophos.com",
        "linkedin_url": "http://www.linkedin.com/in/michael-valentine-9873a35"
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      {
        "name": "Debbie",
        "last_name": "Blair",
        "insight": "A driven big 4 trained Chartered accountant with a breadth of experience across financial control, internal audit and risk management and
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        "job_title": "Director, Head of Revenue Operations",
        "education": "",
        "job_history": [
          "Director, Head of Revenue Operations",
          "Senior Financial Reporting Manager",
          "Risk and Compliance Manager",
          "Financial Controller",
          "Group Reporting Manager"
        ],
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    "bio": "Vipul is currently the Global Operations Manager for Sales Development with a background in project management, strategic initiatives, and

    "job_title": "Global Operations Manager - Sales Development",

    "education": ", , ",

    "job_history": [

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        "Project Manager - Strategic Initiatives",

        "Sales Representative",

        "Sales Representative - SMB",

        "Manager - Advanced Analytics (and other roles)"

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    "linkedin_url": "http://www.linkedin.com/in/kapadiavipul"

},

{

    "name": "Shaireen",

    "last_name": "Cassamali",

    "insight": "I'm a renewals specialist at HEADCHECK Health, where I primarily help our customers achieve their long term goals for player health an

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQGAMtSZQ-27sQ/profile-displayphoto-shrink_100_100/0/1572648998405?e=171115840

    "bio": "Shaireen is a Renewal Sales Operations Specialist at HEADCHECK Health with a strong background in customer success roles and a passi

    "job_title": "Renewal Sales Operations Specialist",

    "education": "",

    "job_history": [

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        "Renewal Specialist",

        "Customer Success Representative",

        "Junior Customer Success Representative",

        "Student Kinesiologist"

    ],

    "email": "shaireen.cassamali@sophos.com",

    "linkedin_url": "http://www.linkedin.com/in/shaireencassamali"

},

{

    "name": "Cecilia",

    "last_name": "Faganello",

    "insight": "Years of experience in various people-oriented jobs gave me the opportunity to improve my communication skills, ability to dealing with d

    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQGJtWKLXo_4bg/profile-displayphoto-shrink_100_100/0/1517504379739?e=171115840

    "bio": "Cecilia is a seasoned professional with a strong background in customer-oriented roles, showcasing excellent communication skills and adap

    "job_title": "Sales Operations Support Specialist",

    "education": "",

    "job_history": [

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        "Sales Order Administrator",

        "Branch Administrator",

        "Medical secretary",

        "Customer service assistant"

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    "linkedin_url": "http://www.linkedin.com/in/cecilia-faganello-212646a8"

},

{

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    "last_name": "Corsino",

    "insight": "I spent almost a decade in the BPO industry in Customer Service and Outbound Sales. 7 years in the Shared Service Industry as a Distri

    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQGp7hh6YwXfvA/profile-displayphoto-shrink_100_100/0/1628522492479?e=1711584000

    "bio": "Avelina has extensive experience in the BPO industry, particularly in customer service and outbound sales, and has spent 7 years in the Sha

    "job_title": "Sales Operations Support 3",

    "education": "",

    "job_history": [

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    "linkedin_url": "http://www.linkedin.com/in/avelina-corsino-2365aa200"

},

{

    "name": "Kenneth",

    "last_name": "Yau",

    "insight": "Finance professional with experience in financial reporting. I continuously strive to learn and develop new skills. ",

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    "bio": "Kenneth is a seasoned finance professional currently working as a Sales Operations Analyst III, with a progression of roles in financial analys

    "job_title": "Sales Operations Analyst III",

    "education": ", ",

    "job_history": [

        "Sales Operations Analyst III",

        "Senior Financial Analyst",

        "Financial Analyst",

        "Sales Finance Intern"

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    "linkedin_url": "http://www.linkedin.com/in/kenneth-yau-32450a5b"

},

{

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    "last_name": "Lele",

    "insight": "7+ years Sales Operations/ Pre-sales professional with a decent experience in Customer Success, Business Analysis, B2B startup to ent

    "profile_pic": "https://media.licdn.com/dms/image/C4D03AQFzyrX00UFY7g/profile-displayphoto-shrink_100_100/0/1579524437947?e=1711584000

    "bio": "Sanket is a seasoned Sales Operations and Pre-sales professional with over 7 years of experience, skilled in Customer Success and Busine

    "job_title": "Sales Operations, Analytics & Support",

    "education": ", , ",

    "job_history": [

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        "Sales Operations, Analytics & Support",

        "Pre Sales & Analytics",

        "Working Student",

        "Business Development"

    ],

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    "linkedin_url": "http://www.linkedin.com/in/sanket-lele-b0baa458"

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    "last_name": "Morales",

    "insight": "",

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      "job_title": "Sales Operations Support Specialist",
      "education": "",
      "job_history": [
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        "Collections Analyst",
        "Credit and Collection Staff",
        "Administrative Officer"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/jersylyka-morales-90831318b"
    },
    {
      "name": "Mladen",
      "last_name": "Ivankovic",
      "insight": "I worked 2 years as an IT Service Desk analyst for multiple companies, 3 years as a Retail Support and Wholesale Representative for BF
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      "bio": "Mladen has over 5 years of experience in retail support and wholesale representation, including a senior role, and is currently enhancing his
      "job_title": "Sales Operations Analyst",
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      "job_history": [
        "Sales Operations Analyst",
        "Senior Retail and Wholesale Representative",
        "Retail Support and Wholesale Representative",
        "Service Desk Analyst",
        "Service Desk Agent"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/mladen-ivankovic-b7b812162"
    },
    {
      "name": "John Rafael",
      "last_name": "Gozon",
      "insight": "Sales Operations and Deal Desk Analyst with 3+ years of experience in the technology industry. Proven track record of supporting sales t
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQHzcJUjb-Su7Q/profile-displayphoto-shrink_100_100/0/1561522868705?e=1711584000
      "bio": "John Rafael is a seasoned Sales Operations and Deal Desk Analyst with over three years of experience in the tech industry, specializing in s
      "job_title": "Sales Operations and Deal Desk Analyst",
      "education": "",
      "job_history": [
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        "Sales Operations Analyst",
        "Customer Onboarding Manager",
        "Account Support ",
        "Sociocultural Head"
      ],
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      "linkedin_url": "http://www.linkedin.com/in/johnrafaelgozon"
    },
    {
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      "last_name": "Simon",
      "insight": "Up for all kinds of challanges",
      "profile_pic": "https://media.licdn.com/dms/image/D4D03AQGrsurpCTQ2BA/profile-displayphoto-shrink_100_100/0/1675349624240?e=1711584000

      "bio": "G\u00e1bor is experienced in sales with a focus on operations and renewals, having progressed from administrative roles to senior sales ma
      "job_title": "Sales Operations - Renewal Specialist",
      "education": "",
      "job_history": [
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        "Senior Sales Manager",
        "Media Manager",
        "Special Field Agent / Sales OPS",
        "Administrative Assistant"
      ],
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      "linkedin_url": "http://www.linkedin.com/in/g%c3%a1bor-simon-5a1213152"
    },
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      "name": "Urooj",
      "last_name": "S.",
      "insight": "",
      "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
      "bio": "Urooj is currently employed as a Sales Operations Analyst. There is no detailed job history or education information provided.",
      "job_title": "Sales Operations Analyst",
      "education": "",
      "job_history": [
        "Sales Operations Analyst"
      ],
      "email": null,
      "linkedin_url": "http://www.linkedin.com/in/urooj-s-a53892255"
    },
    {
      "name": "Pooja",
      "last_name": "Sonar",
      "insight": "\u2022\tA seasoned, accomplished, result-driven professional having 18+years of experience in Business Operations with proven track re
      "profile_pic": "https://media.licdn.com/dms/image/D4D03AQEb-X22onmn6g/profile-displayphoto-shrink_100_100/0/1698508753303?e=171158400(
      "bio": "Pooja is a seasoned professional with over 18 years of experience in Business Operations, specializing in Go-To market strategies, project n
      "job_title": "Senior Sales Operations Manager",
      "education": ", ",
      "job_history": [
        "Senior Sales Operations Manager",
        "Senior Business Reporting Analyst",
        "Senior Sales Support Specialist, Regional Data Management",
        "Senior Operations Analyst, APAC Systems Operations",
        "Finance Executive, CTAS"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/pooja-sonar-7a996b121"
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      "job_desc_highlights": [],
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      "url": "https://www.linkedin.com/jobs/view/threat-analyst-remote-us-or-canada-at-sophos-3832748739",
      "job_insights": [

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          "subtitle": "Threat Analyst-Remote"
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          "subtitle": "1+ years of experience in a SOC environment or computer security team in an IT environment"
        },
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          "title": "Skills Required",
          "icon": "scalestack",
          "subtitle": "Threat hunting, endpoint and network security monitoring, Windows OS administration, network traffic analysis, incident response p
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          "icon": "scalestack",
          "subtitle": "SQL query construction, OSQuery experience, SIEM experience, programming and scripting skills (Powershell)"
        },
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          "icon": "scalestack",
          "subtitle": "Job requires willingness to work outside of standard business hours, including weekends and holidays as the MTR service is 24x7x
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      "job_desc_highlights": [],
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      "url": "https://www.linkedin.com/jobs/view/senior-director-gtm-finance-at-sophos-3830527946",
      "job_insights": [
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          "subtitle": "Not specified, email TalentAcquisition@sophos.com for salary ranges"
        },
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          "icon": "scalestack",
          "subtitle": "10+ years in GTM Finance and Strategic Planning"
        },
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        "subtitle": "cybersecurity solutions, Managed Detection and Response (MDR), Sophos Central management console, Sophos X-Ops, SaaS me
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        "icon": "scalestack",
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        "title": "Techs Mentioned",
        "icon": "scalestack",
        "subtitle": "Sophos"
      },
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        "title": "Ai Summary",
        "icon": "scalestack",
        "subtitle": "The Senior Sales Engineer position at Sophos involves providing technical consultation to Partners, Customers, and the sales force
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    "job_title": "Director, Content and Brand Marketing",
    "job_desc_highlights": [],
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              "subtitle": "False"
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              "icon": "money",
              "subtitle": "Email TalentAcquisition@sophos.com for up-to-date salary ranges"
            },
            {
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              "icon": "scalestack",
              "subtitle": "Sophos Central, Sophos X-Ops"
            },
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              "icon": "scalestack",
              "subtitle": "Sophos is seeking a Director of Content and Brand Marketing to lead brand and content strategy, team development, and demand g
            }
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        },
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      ]
    },
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      "website": "http://www.samsara.com",
      "region": "United States",
      "linkedinUrl": "https://www.linkedin.com/company/6453825",
      "industry": "Software Development",
      "weights_score": 0.20206151740297867,
      "company_id": "samsaraunitedstates",
      "description": "Samsara is expanding its sales team with a 20% YoY growth and is enhancing efficiency through a broad partnership network.",
      "n_employees": 2045,
      "highlights": [
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          "title": "Sales Strategy",
          "observation": "496 total (11 job openings)",
          "value": 11.96,
          "valueLabel": "11.96% YoY Growth",
          "keyname": "growth_of_employees_who_are_Sales_Strategists"
        },
        {
          "title": "Tech Propensity",

      "observation": "207 total (4 job openings)",

      "value": 25.45,

      "valueLabel": "25.45% YoY Growth",

      "keyname": "growth_of_employees_who_are_Tech_Propensity"

    },

    {

      "title": "Go-To-Market",

      "observation": "878 total (28 job openings)",

      "value": 19.62,

      "valueLabel": "19.62% YoY Growth",

      "keyname": "growth_of_employees_who_are_Go-To-Market"

    },

    {

      "title": "Sales General",

      "observation": "1317 total (123 job openings)",

      "value": 18.65,

      "valueLabel": "18.65% YoY Growth",

      "keyname": "growth_of_employees_who_are_Sales_General"

    }

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    "text": "Samsara Files Complaint Against Motive With Trade Commission - Samsara is a fleet telematics provider. (Samsara)\n\n[Stay on top of tran

    "label": [

      "Partnership"

    ],

    "insights": [

      "Samsara has accused Motive of patent infringement and has filed a complaint with the U.S. International Trade Commission.",

      "Samsara claims Motive copied their fleet management and driver safety technology.",

      "Samsara alleges Motive's employees used fake companies to access Samsara's tech."

    ],

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    "title": "\"Samsara streamlines operations and cuts costs with a unified data system and 260+ partners.\"",

    "text": "In age of AI, data connectivity is more important than ever - As a whole, the logistics industry has fully embraced the power of data. Most co

    "label": [

      "Initiatives",

      "Partnership",

      "Leadership"

    ],

    "insights": [

      "Samsara is building a system of record for physical operations to unify data and improve supply chain automation.",

      "Customers using Samsara's platform are saving significant costs, with examples including a carrier saving $500,000 on fuel.",

      "Samsara's open ecosystem has over 260 integration partners, enhancing its platform's capabilities for users."

      ],
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          "source": "https://www.ttnews.com/articles/samsara-complaint-motive"
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          "source": "https://www.freightwaves.com/news/in-age-of-ai-data-connectivity-is-more-important-than-ever"
        }
      ],
      "label": "Partnership"
    },
    {
      "title": "Samsara demonstrates strategic leadership by optimizing its operations and expanding partnerships to enhance efficiency and reduce exper
      "sources": [
        {
          "title": "\"Samsara streamlines operations and cuts costs with a unified data system and 260+ partners.\"",
          "source": "https://www.freightwaves.com/news/in-age-of-ai-data-connectivity-is-more-important-than-ever"
        }
      ],
      "label": "Leadership"
    }
  ],
  "leads": [
    {
      "name": "Thomas",
      "last_name": "Martinez",
      "insight": "Go-to-market executive with a passion for developing teams and accelerating growth. I love working with SaaS companies to bring innova
      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQHWKXp2rEShkg/profile-displayphoto-shrink_100_100/0/1516263946621?e=171158400
      "bio": "Thomas is a seasoned go-to-market executive with extensive experience in revenue operations, currently serving as the SVP of Revenue Op
      "job_title": "SVP Revenue Operations",
      "education": ", ",
      "job_history": [

      "SVP Revenue Operations",

      "Board Member",

      "SVP GTM Operations",

      "Vice President Sales and Business Operations",

      "Chief Customer Officer"

    ],

    "email": null,

    "linkedin_url": "http://www.linkedin.com/in/tommartinez1"

  },

  {

    "name": "Emily",

    "last_name": "Critchfield",

    "insight": "",

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQEYGGu8pxNXKQ/profile-displayphoto-shrink_100_100/0/1625099062924?e=17115840

    "bio": "Emily is currently the Vice President of Sales Operations, with a history of ascending leadership roles in operations, including Senior Director

    "job_title": "Vice President Sales Operations",

    "education": "",

    "job_history": [

      "Vice President Sales Operations",

      "Vice President Sales Operations",

      "Senior Director, GTM Operations",

      "Director, Global Customer Strategy and Business Operations",

      "Senior Manager of Global Operations"

    ],

    "email": null,

    "linkedin_url": "http://www.linkedin.com/in/emily-critchfield-62a72815"

  },

  {

    "name": "Aubree",

    "last_name": "Roach",

    "insight": "I am a Sales Operations Specialist I have over three years of experience in enterprise staffing. I can provide sales support, drive strategic

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQEvCxmbOXifyA/profile-displayphoto-shrink_100_100/0/1612306635288?e=1711584000

    "bio": "Aubree is a Sales Operations Specialist with over three years of experience in enterprise staffing, currently working at Indeed.com where she

    "job_title": "Sales Operations Specialist",

    "education": "",

    "job_history": [

      "Sales Operations Specialist",

      "Sales Enablement Specialist",

      "Account Executive- Large Corporate Accounts, Indeed Hire",

      "Lead Brand Ambassador & Sales Trainer",

      "Brand Ambassador"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/aubree-roach-a9753363"

  },

  {

    "name": "Leon",

    "last_name": "W.",

    "insight": "",

    "profile_pic": "https://media.licdn.com/dms/image/D5603AQEg_MMhRa-ATA/profile-displayphoto-shrink_100_100/0/1689121055728?e=171400320

    "bio": "Leon is a seasoned Senior Product Marketing Manager with a history of progressive roles within product marketing and experience as a Cus

    "job_title": "Senior Product Marketing Manager",

    "education": ", ",

      "job_history": [
        "Senior Product Marketing Manager",
        "Product Marketing Manager",
        "Product Marketing Manager",
        "Product Marketing Manager",
        "Customer Success Manager"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/leonwang0"
    },
    {
      "name": "Jerina",
      "last_name": "Sunglao",
      "insight": "Dedicated Account Executive with a proven track record in driving sales growth and delivering exceptional customer service. Leveraging
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQFeAa7oAK26vA/profile-displayphoto-shrink_100_100/0/1593195465685?e=1711584000
      "bio": "Jerina is a Sales Operations Specialist at Majors with 5 years of experience, specializing in sales growth, customer service, and sales strateg
      "job_title": "Sales Operations Specialist - Majors",
      "education": "",
      "job_history": [
        "Sales Operations Specialist - Majors",
        "Account Executive",
        "Account Executive",
        "Sales Development Representative",
        "Customer Success Specialist"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/jerina-sunglao-607277168"
    },
    {
      "name": "Nikolina",
      "last_name": "Gudelj",
      "insight": "",
      "profile_pic": "https://media.licdn.com/dms/image/C4D03AQEY4sYae6STrw/profile-displayphoto-shrink_100_100/0/1561065198681?e=1711584000
      "bio": "Nikolina is a professional in the marketing field with experience solely within the marketing industry. Her educational background is not specif
      "job_title": "Marketing",
      "education": "",
      "job_history": [
        "Marketing"
      ],
      "email": null,
      "linkedin_url": "http://www.linkedin.com/in/nikolina-gudelj-9610b9168"
    },
    {
      "name": "Serena",
      "last_name": "Schlaile",
      "insight": "",
      "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
      "bio": "Serena is experienced in Customer Marketing, having held multiple roles in the field, including positions with a global focus. Her educational
      "job_title": "Customer Marketing",
      "education": "",
      "job_history": [
        "Customer Marketing",
        "Customer Marketing",

        "Global Customer Marketing",
        "Customer Marketing",
        "Global Customer Marketing"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/serena-schlaile-20aa8534"
    },
    {
      "name": "Jack",
      "last_name": "Owens",
      "insight": "I manage a team of product marketers focused on building scalable GTM strategies and cross-product solutions to break into new market
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQE0mb_lJz6KsQ/profile-displayphoto-shrink_100_100/0/1543528131279?e=1712793600
      "bio": "Jack is a Manager of Product Marketing with a strong background in developing go-to-market strategies and cross-product solutions, and ha
      "job_title": "Manager, Product Marketing - Industries & New Markets",
      "education": ", , ",
      "job_history": [
        "Manager, Product Marketing - Industries & New Markets",
        "Senior Product Marketing Manager",
        "Product Marketing Manager",
        "Platform Product Marketing",
        "Senior Business Development Representative"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/jack-owens-8a10081b"
    },
    {
      "name": "Naila A.",
      "last_name": "Eissa",
      "insight": "Performance-oriented and analytical multi-channel marketer with combined B2B and B2C experience. Passionate about using data-drive
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQFd_5RdencP4Q/profile-displayphoto-shrink_100_100/0/1666585251928?e=171400320
      "bio": "Naila A. is a Partner Marketing Manager specializing in Insurance & Strategic Partnerships, with a strong background in both B2B and B2C r
      "job_title": "Partner Marketing Manager - Insurance & Strategic Partnerships",
      "education": ", , ",
      "job_history": [
        "Partner Marketing Manager - Insurance & Strategic Partnerships",
        "Partner Marketing Manager",
        "Sr. Marketing Associate, Field Support (Demand Generation)",
        "Sr. Marketing Associate, B2C Product Marketplace",
        "Graduate Analyst"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/nailaaeissa"
    },
    {
      "name": "Sanjna",
      "last_name": "Malik",
      "insight": "Masters graduate with 6+ years of experience as an analyst in sales, marketing, and digital advertising operations roles with industry lea
      "profile_pic": "https://media.licdn.com/dms/image/C5603AQGaIG0FkXnkTA/profile-displayphoto-shrink_100_100/0/1550086071286?e=171158400
      "bio": "Sanjna is a seasoned professional with over six years of experience in sales and marketing analysis, currently serving as a Senior Sales Ope
      "job_title": "Senior Sales Operations Analyst",
      "education": ", , ",
      "job_history": [
        "Senior Sales Operations Analyst",

          "Sales Operations Analyst",
          "Deal Desk Strategist",
          "Marketing Intern",
          "Supervisor and Workshop Leader, Idea Realization Lab"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/sanjna-malik-27baa9b9"
  },
  {
      "name": "Ryan",
      "last_name": "Dougherty",
      "insight": "",
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQHXGIroJDOIEA/profile-displayphoto-shrink_100_100/0/1620921338257?e=171158400C
      "bio": "Ryan is currently a Sales Operations Analyst with a progression in sales roles from Lead Development Representative to Analyst and has a I
      "job_title": "Sales Operations Analyst",
      "education": ", , ",
      "job_history": [
          "Sales Operations Analyst",
          "Sales Operations Coordinator",
          "Account Development Representative",
          "Lead Development Representative",
          "Environmental Engineer"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/ryan-dougherty-8baaa6154"
  },
  {
      "name": "Sara",
      "last_name": "Allison",
      "insight": "Dedicated young professional. Samsara Sales Operations and Strategy Associate. 2022 Certified Oracle Financials Cloud Payables Impl
      "profile_pic": "https://media.licdn.com/dms/image/D4E03AQHwLPTuUqa-fw/profile-displayphoto-shrink_100_100/0/1686266118036?e=171158400C
      "bio": "Sara is a Sales Operations and Strategy Associate at Samsara with a background in business technology analysis and cloud applications co
      "job_title": "Sales Operations and Strategy Associate",
      "education": ", ",
      "job_history": [
          "Sales Operations and Strategy Associate",
          "Business Technology Analyst",
          "Cloud Applications Consultant",
          "Stylist",
          "Pitt Athletics Marketing Intern"
      ],
      "email": "sara.allison@samsara.com",
      "linkedin_url": "http://www.linkedin.com/in/sara-allison-0ba46315a"
  },
  {
      "name": "Shaquille D.",
      "last_name": "Voisin",
      "insight": "",
      "profile_pic": "https://media.licdn.com/dms/image/D4E03AQEUyLUnR5VDww/profile-displayphoto-shrink_100_100/0/1688782924789?e=17115840
      "bio": "Shaquille D. is currently an Enterprise Sales Operations Administrator with a background in campaign management, contract/inventory speci
      "job_title": "Enterprise Sales Operations Administrator",
      "education": ", ",
      "job_history": [

          "Enterprise Sales Operations Administrator",
          "Campaign Specialist",
          "Administrator & Contract / Inventory Specialist",
          "Management Trainee",
          "Stock Lead"
        ],
        "email": "shaquille.voisin@samsara.com",
        "linkedin_url": "http://www.linkedin.com/in/shaquille-voisin"
      },
      {
        "name": "Chelsie",
        "last_name": "Gruber",
        "insight": "",
        "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
        "bio": "Chelsie currently holds the position of Senior Sales Operations. Details regarding her education are not provided.",
        "job_title": "Senior Sales Operations",
        "education": "",
        "job_history": [
          "Senior Sales Operations"
        ],
        "email": null,
        "linkedin_url": "http://www.linkedin.com/in/chelsie-gruber-690b62187"
      },
      {
        "name": "Andrea",
        "last_name": "Rodr\u00edguez Ruiz",
        "insight": "",
        "profile_pic": "https://media.licdn.com/dms/image/D5603AQEcvAnIdsp-GQ/profile-displayphoto-shrink_100_100/0/1700449480212?e=1714003200
        "bio": "Andrea is currently a Sales Operations Coordinator with a history of progressing from a Sales Operations Apprentice in the same field. Educa
        "job_title": "Sales Operations Coordinator",
        "education": "",
        "job_history": [
          "Sales Operations Coordinator",
          "Sales Operations Apprentice"
        ],
        "email": null,
        "linkedin_url": "http://www.linkedin.com/in/andrea-rodr%c3%adguez-25661822b"
      }
    ],
    "job_insights": [
      null,
      {
        "job_title": "Field Sales Engineer - West",
        "job_desc_highlights": [],
        "employer": "Samsara",
        "url": "https://boards.greenhouse.io/samsara/jobs/5641717?gh_jid=5641717&utm_source=himalayas.app&utm_medium=himalayas.app&utm_camp
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            "icon": "scalestack",
            "subtitle": "False"
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          {

          "title": "New Initiative",

          "icon": "light-bulb",

          "subtitle": "False"

        },

        {

          "title": "Compensation",

          "icon": "money",

          "subtitle": ""

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          "title": "Techs Mentioned",

          "icon": "scalestack",

          "subtitle": "RESTful APIs, Postman, OpenAPI, Python"

        },

        {

          "title": "Ai Summary",

          "icon": "scalestack",

          "subtitle": "Samsara is seeking a Field Sales Engineer for the West region to work on IoT solutions, impacting essential industries by optimizin

        }

      ]

    },

    {

      "job_title": "Manager, Sales Engineering Manager - Mid Market",

      "job_desc_highlights": [],

      "employer": "Samsara",

      "url": "https://www.linkedin.com/jobs/view/manager-sales-engineering-manager-mid-market-at-samsara-3802389767",

      "job_insights": [

        {

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          "icon": "scalestack",

          "subtitle": "False"

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        {

          "title": "New Initiative",

          "icon": "light-bulb",

          "subtitle": "False"

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        {

          "title": "Compensation",

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          "subtitle": "$162,924 - $230,000"

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        {

          "title": "Techs Mentioned",

          "icon": "scalestack",

          "subtitle": "Internet of Things (IoT), IoT hardware and sensors, cloud infrastructure, open API, vehicle diagnostic systems (CAN bus, Power Ta

        },

        {

          "title": "Ai Summary",

          "icon": "scalestack",

          "subtitle": "Samsara is seeking a Manager, Sales Engineering Manager for the Mid Market segment, responsible for leading a team of Sales E

        }

      ]

        },
        {
            "job_title": "Inside Sales Engineer",
            "job_desc_highlights": [],
            "employer": "Samsara",
            "url": "https://jobright.ai/jobs/info/65b4a492f2e6db364d5a167f",
            "job_insights": [
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                    "icon": "scalestack",
                    "subtitle": "False"
                },
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                    "title": "New Initiative",
                    "icon": "light-bulb",
                    "subtitle": "False"
                },
                {
                    "title": "Compensation",
                    "icon": "money",
                    "subtitle": "Competitive total compensation package"
                },
                {
                    "title": "Techs Mentioned",
                    "icon": "scalestack",
                    "subtitle": "IoT, AI, computer vision, cloud software, cloud-connected hardware, automation and control systems, open API"
                },
                {
                    "title": "Ai Summary",
                    "icon": "scalestack",
                    "subtitle": "Samsara is hiring an Inside Sales Engineer to promote IoT solutions and assist in the digital transformation of essential industries. F
                }
            ]
        },
        {
            "job_title": "Manager, Enterprise Sales Engineering at Samsara in Remote",
            "job_desc_highlights": [],
            "employer": "Samsara",
            "url": "https://stuart-fl.geebo.com/jobs-online/view/id/1035627474-manager-enterprise-sales-engineering-/",
            "job_insights": [
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                    "icon": "scalestack",
                    "subtitle": "False"
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                {
                    "title": "New Initiative",
                    "icon": "light-bulb",
                    "subtitle": "False"
                },
                {
                    "title": "Compensation",
                    "icon": "money",

                    "subtitle": "$80,000 - $100,000"
                },
                {
                    "title": "Techs Mentioned",
                    "icon": "scalestack",
                    "subtitle": "IoT, Networking / Security, SaaS, Cloud Technologies, Physical Security"
                },
                {
                    "title": "Ai Summary",
                    "icon": "scalestack",
                    "subtitle": "Samsara is hiring a Sales Engineering Manager for their Americas Enterprise business, responsible for managing and growing a di
                }
            ]
        }
    ]
},
{
    "name": "Ripple (United States)",
    "website": "http://www.ripple.com",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/3249443",
    "industry": "Software Development",
    "weights_score": 0.05124004775758879,
    "company_id": "rippleunitedstates",
    "description": "Ripple is expanding its services and compliance through strategic partnerships and acquisitions.",
    "n_employees": 867,
    "highlights": [
        {
            "title": "Sales Strategy",
            "observation": "0 total (0 job openings)",
            "value": 0.0,
            "valueLabel": "0.00% YoY Growth",
            "keyname": "growth_of_employees_who_are_Sales_Strategists"
        },
        {
            "title": "Tech Propensity",
            "observation": "62 total (3 job openings)",
            "value": -12.68,
            "valueLabel": "-12.68% YoY Growth",
            "keyname": "growth_of_employees_who_are_Tech_Propensity"
        },
        {
            "title": "Go-To-Market",
            "observation": "138 total (0 job openings)",
            "value": 0.73,
            "valueLabel": "0.73% YoY Growth",
            "keyname": "growth_of_employees_who_are_Go-To-Market"
        },
        {
            "title": "Sales General",
            "observation": "185 total (14 job openings)",
            "value": -3.65,
            "valueLabel": "-3.65% YoY Growth",

          "keyname": "growth_of_employees_who_are_Sales_General"
      }
  ],
  "news_score": 3.0,
  "jobs_score": 0.0,
  "total_score": 20.55,
  "company_pic": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=171642
  "news_list": [
      {
          "title": "Ripple CTO Schwartz asserts fair XRP sales amid price impact debate.",
          "text": "Ripple CTO Takes Firm Stand Amid Heated Debate Around XRP Dump - Ripple\u2019s Chief Technology Officer (CTO) David Schwartz re
          "label": [
              "Leadership"
          ],
          "insights": [
              "Ripple CTO David Schwartz defends the company's XRP sales practices, emphasizing transparency and responsible selling.",
              "Schwartz clarifies that Ripple stopped programmatic XRP sales but continues On-Demand Liquidity sales.",
              "Debate arises over Ripple's impact on XRP price, with some distinguishing between 'dumping' and 'selling'."
          ],
          "news_url": "https://coingape.com/ripple-news-cto-takes-firm-stand-amid-heated-debate-around-xrp-dump/",
          "sentiment": 0.5,
          "date_published": "2024-02-19T09:33:00.0000000Z",
          "company_logo": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=1
      },
      {
          "title": "\"Ripple Sells Over 1 Billion XRP in Q4, Holdings Drop to 45.55 Billion.\"",
          "text": "Reports Show Ripple Holds Over 45 Billion XRP After Its Q4 Sales - A recent report covering Ripple\u2019s activities and its API services h
          "label": [
              "Leadership"
          ],
          "insights": [
              "Ripple now holds 45.55 billion XRP after selling over 1 billion tokens in Q4 2023.",
              "Ripple's XRP holdings decreased by 780 million from Q3 to Q4 2023.",
              "Ripple's Q4 report covers compliance, AML, and XRP Ledger integrations."
          ],
          "news_url": "https://techreport.com/crypto-news/reports-show-ripple-holds-over-45-billion-xrp-after-its-q4-sales/",
          "sentiment": 0.5,
          "date_published": "2024-02-15T06:59:00.0000000Z",
          "company_logo": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=1
      },
      {
          "title": "\"Ripple Acquires Standard Custody for Token Law Compliance and Aims to Stabilize CBDCs in Developing Countries with Token-Backed T
          "text": "Will This Ripple Custody Company Aid CBDC Efforts in Struggling Economies? - Distributed ledger specialists Ripple Labs acquired digital a
          "label": [
              "Partnership",
              "Initiatives"
          ],
          "insights": [
              "Ripple bought Standard Custody to help with token laws.",
              "Ripple's tech may make CBDCs in poor nations more stable.",
              "Ripple's CBDC tools could use tokens like gold for backing."
          ],
          "news_url": "https://beincrypto.com/ripple-custody-company-aid-cbdcs/",

      "sentiment": 0.5,

      "date_published": "2024-02-14T10:30:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=1

},

{

      "title": "\"Ripple Expands US Services with Standard Custody Purchase, Building on $250M Acquisition.\"",

      "text": "Ripple Acquires US-Based Digital Asset Platform Standard Custody & Trust Company to Strengthen Product Offerings - Payments company

      "label": [

          "Partnership"

      ],

      "insights": [

          "Ripple is buying Standard Custody to add new services.",

          "The deal gives Ripple more licenses in the US.",

          "Ripple bought another custody firm for $250 million last year."

      ],

      "news_url": "https://dailyhodl.com/2024/02/13/ripple-acquires-us-based-digital-asset-platform-standard-custody-trust-company-to-strengthen-produc

      "sentiment": 0.5,

      "date_published": "2024-02-13T20:55:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=1

},

{

      "title": "\"Ripple's XRP Soars 13% to $0.58 After Standard Custody Purchase Boosts Market Stand.\"",

      "text": "XRP Price Rallies 13% After Ripple\u2019s Latest Acquisition: More Gains Ahead? - FXEmpire.com -\n\nKey Insights:\n\nRipple (XRP) pric

      "label": [

          "Partnership",

          "Leadership"

      ],

      "insights": [

          "Ripple's XRP price jumped to $0.58 after buying Standard Custody.",

          "XRP gained 13% in value following Ripple's acquisition news.",

          "Ripple's purchase of Standard Custody may boost XRP's market position."

      ],

      "news_url": "https://www.nasdaq.com/articles/xrp-price-rallies-13-after-ripples-latest-acquisition%3A-more-gains-ahead",

      "sentiment": 0.5,

      "date_published": "2024-02-17T16:49:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/C560BAQFgKLDTZieS_Q/company-logo_200_200/0/1657577435533/rippleofficial_logo?e=1

},

{

      "title": "\"Ripple Acquires Custody Firm for Compliance as Jupiter Fund Sells XRP ETP Amid Irish Crypto Rules.\"",

      "text": "Jupiter Withdraws Holdings in Ripple XRP ETP over Compliance Concerns - The rationale behind the cancellation stems from regulatory co

      "label": [

          "Partnership",

          "Leadership"

      ],

      "insights": [

          "Jupiter Fund Management sold its Ripple XRP ETP due to Irish crypto rules.",

          "The sale of Ripple XRP ETP by Jupiter resulted in a minor loss of $834.",

          "Ripple bought a custody firm to boost US regulatory compliance."

      ],

      "news_url": "https://www.coinspeaker.com/jupiter-ripple-xrp-etp-compliance/",

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            "source": "https://beincrypto.com/ripple-custody-company-aid-cbdcs/"
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            "title": "\"Ripple's XRP Soars 13% to $0.58 After Standard Custody Purchase Boosts Market Stand.\"",
            "source": "https://www.nasdaq.com/articles/xrp-price-rallies-13-after-ripples-latest-acquisition%3A-more-gains-ahead"
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            "source": "https://www.coinspeaker.com/jupiter-ripple-xrp-etp-compliance/"
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            "title": "\"Ripple Sells Over 1 Billion XRP in Q4, Holdings Drop to 45.55 Billion.\"",
            "source": "https://techreport.com/crypto-news/reports-show-ripple-holds-over-45-billion-xrp-after-its-q4-sales/"
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            "title": "\"Ripple's XRP Soars 13% to $0.58 After Standard Custody Purchase Boosts Market Stand.\"",
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            "title": "\"Ripple Acquires Custody Firm for Compliance as Jupiter Fund Sells XRP ETP Amid Irish Crypto Rules.\"",
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        "job_title": "SVP, Corporate Marketing & Communications",
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          "SVP, Corporate Marketing & Communications",
          "SVP, Communications + People",
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          "VP, Corporate Communications & Brand Marketing",
          "Partner"
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        "insight": "I lead teams that align thoughtful strategy with breakthrough creative to build technology brands that move people.\n\nMy comprehensive
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        "job_title": "Vice President, Marketing and Design",
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          "Vice President, Integrated Marketing",
          "Sr Director, Integrated Marketing",
          "Director - Board of Directors",
          "Sr Director Brand Strategy and Communications Design"
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        "name": "W. Oliver",
        "last_name": "Segovia",
        "insight": "Helping the internet\u2019s next billion users gain access to payments and commerce. \n\nGrowing up in the Philippines, I felt the pain p
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        "education": ", ",
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          "Head of APAC Growth & Product Marketing",
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          "Global Growth Lead - Product Marketing | Google Pay",
          "Founder & Chairman",
          "Growth Lead - Product Marketing | Google Pay, Next Billion Users"
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      "last_name": "Piwowarski",
      "insight": "I am a Partnerships, Business Development, and Product Marketing professional with a passion for working with product and client facing
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          "Director of Product Marketing",
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  {
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      "last_name": "Lillingston",
      "insight": "Game-changing products & services are failing to connect with the people that need them most. I want to fix that.\n\nI\u2019m originally f
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQEj7zRiEWvKIg/profile-displayphoto-shrink_100_100/0/1666728930536?e=1713398400&
      "bio": "Ant is a Senior Director of Brand Marketing with a strong background in B2C advertising and brand strategy, having significant experience in
      "job_title": "Senior Director, Brand Marketing",
      "education": ", ",
      "job_history": [
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          "Brand Strategy Consultant",
          "Head Of Strategy",
          "Head Of Strategy",
          "Strategy Director"
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      "last_name": "So",
      "insight": "I'm a seasoned professional with a track record of driving business growth and operational excellence. With a diverse background spanni
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      "bio": "Joanna is the Senior Director of Revenue Operations at Ripple, with a strong background in sales operations, business strategy, and financia
      "job_title": "Senior Director of Revenue Operations",
      "education": ", ",
      "job_history": [
          "Senior Director of Revenue Operations",

      "Sales Strategy and Operations",

      "Director, Trailhead Business Operations",

      "Sales Operations & Strategy Director",

      "Senior Finance Manager"

    ],

    "email": "jso@ripple.com",

    "linkedin_url": "http://www.linkedin.com/in/joannaso1"

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    "job_title": "Product Marketing Manager - RippleNet",

    "education": ", ",

    "job_history": [

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      "Chief Growth Officer and Co-Founder",

      "Commercialization Lead",

      "Go-To-Market Strategy Lead",

      "EU and South Asia Growth Marketing Manager"

    ],

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    "insight": "",

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    "bio": "Shreya is currently a Senior Manager of Marketing Operations with a progressive career history in marketing operations, including roles as a

    "job_title": "Senior Manager Marketing Operations",

    "education": ", ",

    "job_history": [

      "Senior Manager Marketing Operations",

      "Marketing Operations Manager",

      "Marketing Operations Manager",

      "Marketing Coordinator/Project Management",

      "Marketing Intern"

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    "linkedin_url": "http://www.linkedin.com/in/shreyapatel08"

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    "last_name": "Browning",

    "insight": "I've been a writer and storyteller since before I can remember. Hours of my childhood were spent crafting fictional stories with characters

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    "bio": "Kelly is a seasoned content marketing professional with a degree in Communications & Marketing, currently serving as a Senior Content Ma

    "job_title": "Senior Content Marketing Manager",

    "education": ", ",

    "job_history": [

      "Senior Content Marketing Manager",

      "Advisor",

      "Communications Manager",

      "Head of Content & Market Engagement",

      "Senior Global Content Strategist, Team Lead"

    ],

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  {

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    "last_name": "Rommel",

    "insight": "Experienced product marketer with a background in tech and fintech. I\u2019m passionate about deeply understanding customer needs a

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    "bio": "Kirsten is a Director of Product Marketing with a strong background in tech and fintech, skilled in customer insights, competitive analyses, an

    "job_title": "Director of Product Marketing",

    "education": ", ",

    "job_history": [

      "Director of Product Marketing",

      "Client Success Lead",

      "Client Success Manager",

      "Partner Management & Business Development",

      "MBA Intern, Competitive and Marketplace Strategy"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/kirsten-rommel"

  },

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    "last_name": "Ciccarone",

    "insight": "I'm a FinTech B2B product marketing leader who drives go-to-market strategy, and creates compelling, customer-centric messaging that

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    "bio": "Monique is a seasoned FinTech B2B product marketing leader with extensive experience in go-to-market strategies, customer-centric messa

    "job_title": "Senior Product Marketing Manager, Payments",

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      "Sr. Product Marketing Manager",

      "Marketing Director",

      "Solutions Marketing Consultant",

      "Product Marketing Manager"

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    "job_title": "Senior Global Events Marketing Manager ",

    "education": "",

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      "Marketing Events Manager",
      "Senior Event Specialist ",
      "Marketing Event Coordinator"
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    "job_title": "Talent Brand Marketing Manager",
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      "Associate Talent Brand Marketing Manager",
      "Senior Talent Brand Specialist",
      "Senior Associate, Events",
      "Assistant Vice President, Meeting & Event Manager"
    ],
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    "linkedin_url": "http://www.linkedin.com/in/stephanie-slusher"
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    "job_title": "Growth Marketing",
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    "job_history": [
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      "Digital Marketing",
      "Account Executive",
      "Digital Marketing Executive",
      "Digital Marketing and Communications Specialist"
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            "VP and Managing Director APAC & MENA",
            "Chief Business Officer - International",
            "Global Head Of Business Development"
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            "subtitle": "False"
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            "icon": "money",
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            "icon": "scalestack",
            "subtitle": "REST API, web technologies, Docker, Kubernetes, JavaScript, Python"
          },
          {
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            "icon": "scalestack",
            "subtitle": "Ripple is seeking a Senior Partner Engineer (Enablement) to help onboard clients onto the Harmonize platform, provide technical e:
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        ]
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    "website": "https://www.trellix.com",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/80443373",
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"industry": "Computer and Network Security",

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"company_id": "trellixunitedstates",

"description": "Trellix is actively working on improving cyber defense strategies against ransomware through AI and Zero Trust.",

"n_employees": 2415,

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    "value": -24.15,

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    "observation": "80 total (3 job openings)",

    "value": -18.37,

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    "valueLabel": "-15.67% YoY Growth",

    "keyname": "growth_of_employees_who_are_Go-To-Market"

  },

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    "observation": "513 total (19 job openings)",

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    "keyname": "growth_of_employees_who_are_Sales_General"

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"news_list": [

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    "text": "Trellix to host Public Sector Cybersecurity Summit - SAN JOSE, Calif. -- Trellix, the cybersecurity company delivering the future of extended

    "label": [

      "Initiatives",

      "Partnership",

      "Leadership"

    ],

    "insights": [

      "Trellix will hold a Cybersecurity Summit in D.C. to boost cyber defense.",

      "The summit by Trellix will share ways to fight cyber threats like ransomware.",

      "Trellix's event will teach about AI and zero trust in public sector security."

    ],

      "news_url": "https://www.securityinfowatch.com/cybersecurity/press-release/53096625/trellix-trellix-to-host-public-sector-cybersecurity-summit",
      "sentiment": 0.5,
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    },
    {
      "title": "\"Trellix Hosts AI Cyber Summit to Boost Defense Against Threats with XDR Platform Demo.\"",
      "text": "Trellix to Host AI and Cybersecurity Virtual Summit - Trellix to Host AI and Cybersecurity Virtual Summit\n\nSAN JOSE, Calif., Feb. 16, 2024
      "label": [
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        "Partnership",
        "Leadership"
      ],
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        "Trellix is hosting an AI and Cybersecurity Virtual Summit to teach security leaders how to use AI against cyber threats.",
        "The summit by Trellix will cover AI risks in cybersecurity and how to use AI for better defense.",
        "Trellix's AI-powered XDR platform will be demoed to show how it speeds up response to cyber incidents."
      ],
      "news_url": "https://www.datanami.com/this-just-in/trellix-to-host-ai-and-cybersecurity-virtual-summit/",
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    }
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        }
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      "label": "Initiatives"
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            "bio": "Brent is currently the Vice President of Revenue Operations, with a strong background in finance and operations, including roles as Senior D
            "job_title": "Vice President of Revenue Operations",
            "education": "",
            "job_history": [
                "Vice President of Revenue Operations",
                "Vice President, Transformation and Operations",
                "Senior Director Finance - WW Deal Desk",
                "Director, Finance - WW Deal Desk",
                "Finance Manager - Consumer Sales Finance"
            ],
            "email": "email_not_unlocked@domain.com",
            "linkedin_url": "http://www.linkedin.com/in/brent-sturman-521a9229"
        },
        {
            "name": "Sara",
            "last_name": "Aiello",
            "insight": "As a dynamic executive, my scope of experience extends across facets of marketing, communications, and product development at high
            "profile_pic": "https://media.licdn.com/dms/image/D5603AQHxP3_2NN4eeQ/profile-displayphoto-shrink_100_100/0/1692831529652?e=171339840
            "bio": "Sara is a high-level marketing executive with extensive experience in marketing, communications, and product development, currently servin
            "job_title": "Vice President Corporate Marketing",
            "education": ", ",
            "job_history": [
                "Vice President Corporate Marketing",
                "Member",
                "Vice President Global Communications",
                "Head of Growth and Engagement, Heavy Bulky & Services",
                "Vice President Field & Product Marketing, Sales Enablement "
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            "email": "email_not_unlocked@domain.com",
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"name": "Golida",

"last_name": "van Haeringen",

"insight": "Creative, results oriented leader with a strong focus on execution and hands-on experience managing business-critical initiatives, leading

"profile_pic": "https://media.licdn.com/dms/image/C5603AQGSK0ESjo-Nhg/profile-displayphoto-shrink_100_100/0/1661528739192?e=1711584000

"bio": "Golida is a Vice President of Revenue Operations Program Management with a track record of leading business operations and transformati

"job_title": "Vice President, Revenue Operations Program Management",

"education": ", ",

"job_history": [

    "Vice President, Revenue Operations Program Management",

    "Vice President, Integration, Transformation, and Change Management Program Management",

    "Vice President, Business Operations & Program Management",

    "Sr. Director, Customer Success Program Management Office",

    "Director, Program Management"

],

"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/golidavanhaeringen"

},

{

"name": "Christian",

"last_name": "Wright",

"insight": "Strong desire to understand and solve complex business and global problems with an emphasis on technological integration, data and an

"profile_pic": "https://media.licdn.com/dms/image/C5603AQF0XBOAEU8w6g/profile-displayphoto-shrink_100_100/0/1516519058896?e=17140032(

"bio": "Christian is a seasoned professional in revenue operations and business analytics, with a track record of building analytics systems and reer

"job_title": "Senior Director of Revenue Operations",

"education": ", , ",

"job_history": [

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    "Director, Business Operations (Customer Success Strategy, Analytics & Operations)",

    "Senior Manager, Customer Success Strategy & Operations",

    "Senior Manager, Global Insight, Analytics and Success",

    "Manager, Global Insight & Analytics"

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"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/christian-wright-990a3a32"

},

{

"name": "Jason",

"last_name": "Andrew",

"insight": "",

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"bio": "Jason is currently the Chief Revenue Officer with a history of senior sales leadership roles, including SVP of Worldwide Sales and GM & VP

"job_title": "Chief Revenue Officer (CRO)",

"education": ", , ",

"job_history": [

    "Chief Revenue Officer (CRO)",

    "Chief Revenue Officer",

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    "SVP Americas & EMEA",

    "GM & VP of Sales EMEA"

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"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/jason-andrew-9576887"

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{
    "name": "Ash",
    "last_name": "Parikh",
    "insight": "Named in HotTopics 2022 \u201cTop 100 B2B Marketing Leaders,\u201d Ash brings operational rigor, demand gen modernization, and r
    "profile_pic": "https://media.licdn.com/dms/image/D5603AQFnT0uq0EmS2w/profile-displayphoto-shrink_100_100/0/1699781630662?e=171158400
    "bio": "Ash is a highly experienced Chief Marketing Officer recognized in HotTopics' 2022 \"Top 100 B2B Marketing Leaders,\" with a track record of
    "job_title": "Chief Marketing Officer",
    "education": "",
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    "email": "email_not_unlocked@domain.com",
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},
{
    "name": "Anju",
    "last_name": "Johney",
    "insight": "With over 5 years of experience in marketing automation, I specialize in driving success through platforms such as Adobe Marketo, Eloqu
    "profile_pic": "https://media.licdn.com/dms/image/D5635AQHzuhAsZ66B3g/profile-framedphoto-shrink_400_400/0/1700506830151?e=1708635600
    "bio": "Anju is a Marketing Specialist with over 5 years of experience specializing in marketing automation platforms like Adobe Marketo, Eloqua, Pa
    "job_title": "Marketing Specialist",
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    "job_history": [
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        "Marketing Automation Associate"
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    "linkedin_url": "http://www.linkedin.com/in/anju-johney"
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{
    "name": "Kevin",
    "last_name": "Sheehan",
    "insight": "",
    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQFCkcPtnLGdFA/profile-displayphoto-shrink_100_100/0/1611234653385?e=171158400
    "bio": "Kevin is currently a Sales Operations Manager with a strong background in sales operations and financial analysis. His career progression in
    "job_title": "Sales Operations Manager",
    "education": ", ",
    "job_history": [
        "Sales Operations Manager",
        "Senior Principal Sales Op\u2019s Specialist",
        "Principal Financial Analyst",
        "Senior Financial Analyst",
        "Senior Financial Analyst"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/kevin-sheehan-b4a02542"
},
{
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    "name": "Caris",
    "last_name": "Chan",
    "insight": "More than 10 years of experience as a Marketing and Sales Operations professional in the Information Technology industry, leading Asia
    "profile_pic": "https://i.seadn.io/gae/default_profile_pic_url.jpg",
    "bio": "Caris is a seasoned Marketing and Sales Operations professional with over 10 years of experience in the IT industry, specializing in the Asia
    "job_title": "Sales Operations Business Partner",
    "education": ", , ",
    "job_history": [
      "Sales Operations Business Partner",
      "Senior Sales Operations Manager",
      "APAC Sales and Channel Operations Manager",
      "Business Analyst",
      "Marketing Manager"
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    "linkedin_url": "http://www.linkedin.com/in/carischan"
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    "last_name": "Beneteau",
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    "bio": "Whitley is an experienced Marketing Operations Manager with a strong background in marketing automation, specifically as a Marketo Certif
    "job_title": "Marketing Operations Manager",
    "education": ", ",
    "job_history": [
      "Marketing Operations Manager",
      "Marketing Operations Manager",
      "Marketing Automation Manager | Marketo Certified Expert",
      "Senior Marketing Implementation Specialist",
      "Marketing Strategist and Digital Advertising Specialist"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/whitleysisneros"
  },
  {
    "name": "Alan",
    "last_name": "Klapper",
    "insight": "As a Sr Partner Marketing Manager at Trellix, I leverage my MBA and 20+ years of experience in channel, field, and product marketing to
    "profile_pic": "https://media.licdn.com/dms/image/D5635AQFyOhcOXvo4-g/profile-framedphoto-shrink_400_400/0/1705437355956?e=170667000
    "bio": "Alan is a Senior Partner Marketing Manager at Trellix with over 20 years of experience in marketing, specializing in driving partner sourced p
    "job_title": "Sr Partner Marketing Manager",
    "education": ", , ",
    "job_history": [
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      "Sr. Partner Marketing Manager",
      "Sr. Manager, Partner Marketing",
      "Partner Marketing Manager, Americas",
      "Sr. Product Marketing Manager"
    ],
    "email": "email_not_unlocked@domain.com",
    "linkedin_url": "http://www.linkedin.com/in/alanklapper"
  },

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      "name": "Behera",
      "last_name": "Ashish",
      "insight": "- Work Experience in Email Marketing, Marketing Automation, Engagement Studio and Nurture.\n- Tool been used - Salesforce Email Stu
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      "bio": "Behera is a Marketing Automation Specialist with expertise in Salesforce Email Studio, Salesforce Pardot, Eloqua, Power BI, Tableau, and S
      "job_title": "Marketing Automation Specialist",
      "education": ", , ",
      "job_history": [
        "Marketing Automation Specialist",
        "System Analyst",
        "Senior Analyst Business Operations",
        "Freelance",
        "Testing Trainee"
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      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/behera-ashish-2a8ab392"
    },
    {
      "name": "Preet",
      "last_name": "Grewal",
      "insight": "MBA with 8+ years of experience in Sales Operations,  Management Consulting, Sales and Marketing. Worked across multiple industries
      "profile_pic": "https://media.licdn.com/dms/image/C5603AQHkYHXlTtOEYg/profile-displayphoto-shrink_100_100/0/1663902235756?e=171158400
      "bio": "Preet is a Sales Strategy and Operations Manager with over 8 years of experience in Sales Operations and Management Consulting, with a
      "job_title": "Sales Strategy and Operations Manager",
      "education": ", ",
      "job_history": [
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        "Sales Strategy and Operations Manager",
        "Senior Associate Advisory",
        "Commercial Strategy Analyst Intern",
        "Account Manager"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/preet-grewal-49586b95"
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      "job_desc_highlights": [],
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      "url": "https://www.linkedin.com/jobs/view/senior-sales-engineer-federal-civilian-team-at-trellix-3829402434",
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          "subtitle": "Retirement Plans, Medical, Dental and Vision Coverage, Paid Time Off, Paid Parental Leave, Support for Community Involvement"
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        "icon": "scalestack",
        "subtitle": "XDR, Salesforce"
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        "icon": "scalestack",
        "subtitle": "Trellix is seeking a Senior Sales Engineer for the Federal Civilian Team to provide technical expertise in security solutions, XDR, ar
      }
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  {
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    "job_desc_highlights": [],
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    "url": "https://www.ziprecruiter.com/c/Trellix/Job/Senior-Sales-Engineer-Federal-Civilian-Team/-in-Boise,ID?jid=cc35e137aee1a841",
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        "subtitle": "Boise, Idaho, United States"
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        "icon": "scalestack",
        "subtitle": "Trellix is a global company focusing on cybersecurity, offering extended detection and response (XDR) solutions. They empower ov
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        "icon": "scalestack",
        "subtitle": "Senior Sales Engineer - Federal Civilian Team"
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        "subtitle": "In-depth knowledge of Security, Cloud Architectures, technical sales expertise, familiarity with Device to Cloud and Threat Defense
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          "icon": "scalestack",
          "subtitle": "Cybersecurity, Cloud Architectures, XDR, and cloud solutions"
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        }
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          "subtitle": "security-focused software, cloud, networking topologies"
        },
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          "subtitle": "Retirement Plans, Medical, Dental, and Vision Coverage, Paid Time Off, Paid Parental Leave, Support for Community Involvement"

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          "subtitle": "6+ years of experience selling security-focused software to large enterprises, strong networking knowledge, success in a multi-tiere

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          "subtitle": "Charlotte, NC"

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          "subtitle": "Trellix"

        },

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          "icon": "scalestack",

          "subtitle": "Trellix is hiring a Field Account Executive for Major Accounts in Central and South Texas regions. Responsibilities include exceedin

        }

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      "job_desc_highlights": [],

      "employer": "Trellix",

      "url": "https://www.linkedin.com/jobs/view/regional-account-manager-sled-at-trellix-3763957643",

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          "subtitle": "machine learning, automation"

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        {

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            "icon": "scalestack",

            "subtitle": "Trellix is seeking a Regional Account Manager focused on SLED accounts to provide security solutions and maximize customer sat

          }

        ]

      }

    ]

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    "name": "MicroStrategy (United States)",

    "website": "http://www.microstrategy.com",

    "region": "United States",

    "linkedinUrl": "https://www.linkedin.com/company/3643",

    "industry": "Software Development",

    "weights_score": 0.07194799436505922,

    "company_id": "microstrategyunitedstates",

    "description": "MicroStrategy is expanding its cryptocurrency services and increasing its Bitcoin holdings, aiming for long-term growth in the sector.",

    "n_employees": 3436,

    "highlights": [

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        "title": "Sales Strategy",

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        "value": -5.1,

        "valueLabel": "-5.10% YoY Growth",

        "keyname": "growth_of_employees_who_are_Sales_Strategists"

      },

      {

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        "observation": "79 total (1 job openings)",

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        "valueLabel": "-1.25% YoY Growth",

        "keyname": "growth_of_employees_who_are_Tech_Propensity"

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        "observation": "154 total (8 job openings)",

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        "valueLabel": "-1.28% YoY Growth",

        "keyname": "growth_of_employees_who_are_Go-To-Market"

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        "observation": "320 total (14 job openings)",

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        "valueLabel": "-4.19% YoY Growth",

        "keyname": "growth_of_employees_who_are_Sales_General"

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    "jobs_score": 0.0,

    "total_score": 20.07,

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      "text": "MicroStrategy\u2019s Bitcoin Profit Tops $4B as It Eyes S&P 500 Inclusion - MicroStrategy\u2019s remarkable performance this year positi
      "label": [
        "Initiatives",
        "Leadership"
      ],
      "insights": [
        "MicroStrategy's Bitcoin profits hit over $4 billion as BTC price soars.",
        "The company now holds about 190,000 Bitcoin, aiming for S&P 500 spot.",
        "MicroStrategy plans to rebrand as a Bitcoin development firm."
      ],
      "news_url": "https://www.coinspeaker.com/microstrategy-bitcoin-profit-tops-4b-sp-500/",
      "sentiment": 0.5,
      "date_published": "2024-02-16T10:13:00.0000000Z",
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      "title": "MicroStrategy Director Sells Shares as Overvalued Stock Hits $11.87B Market Cap.",
      "text": "MicroStrategy Inc Director Jarrod Patten Sells Company Shares - Jarrod Patten, a director at MicroStrategy Inc (NASDAQ:MSTR), has sold
      "label": [
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      "insights": [
        "MicroStrategy director Jarrod Patten sold 1,125 shares with no buys in the past year.",
        "MicroStrategy's stock is deemed Significantly Overvalued with a P/E ratio of 542.29.",
        "The company's market cap was $11.87 billion at a share price of $778.56."
      ],
      "news_url": "https://finance.yahoo.com/news/microstrategy-inc-director-jarrod-patten-050954811.html",
      "sentiment": 0.5,
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      "text": "MicroStrategy shifts focus to Bitcoin development, rebranding amidst Bitcoin ETF surge - In a recent CNBC interview, Michael Saylor, Micro
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        "Leadership"
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      "insights": [
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        "The company holds more Bitcoin than any other public firm.",
        "MicroStrategy will make and grow Bitcoin tools and services."
      ],
      "news_url": "https://www.cryptopolitan.com/microstrategy-shifts-focus-to-bitcoin/",
      "sentiment": 0.5,
      "date_published": "2024-02-13T11:14:00.0000000Z",
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    {
      "title": "MicroStrategy's Shares Soar with Bitcoin Boom and New Focus on Crypto Growth.",
      "text": "MicroStrategy: All In On Bitcoin - Bloomberg/Bloomberg via Getty Images\n\nThesis Summary\n\nMicroStrategy (NASDAQ:MSTR) has rallie
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        "label": [
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          "MicroStrategy's stock surged over 50% due to Bitcoin's rise and plans to focus more on Bitcoin.",
          "The company holds 190,000 Bitcoins, with an unrealized profit of $3.5 billion at Bitcoin's price near $50,000.",
          "MicroStrategy aims to grow the Bitcoin network and may develop Bitcoin-related software."
        ],
        "news_url": "https://seekingalpha.com/article/4670044-microstrategy-all-in-on-bitcoin",
        "sentiment": 0.5,
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        "title": "\"MicroStrategy Aims to Boost Bitcoin Holdings, Saylor Predicts Long-Term Growth.\"",
        "text": "MicroStrategy's Rebranding Into 'Bitcoin Development Company' A 'Natural' Move: Michael Saylor - KEY POINTS MicroStrategy will now fo
        "label": [
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        ],
        "insights": [
          "MicroStrategy is now a Bitcoin firm with 190,000 BTC.",
          "The firm will make more cash to get more Bitcoin.",
          "Saylor sees Bitcoin growing a lot in 15 years."
        ],
        "news_url": "https://www.ibtimes.com/microstrategys-rebranding-bitcoin-development-company-natural-move-michael-saylor-3724498",
        "sentiment": 0.5,
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        "text": "Bitcoin miners, MicroStrategy stock rally as BTC price hits $50.3K - Bitcoin\u2019s (BTC) rebound to a two-year high at $50,363 on Feb. 12
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        "insights": [
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          "The company holds 190,000 BTC, now worth $8.1 billion, after buying more in January.",
          "MicroStrategy's share price has a strong link to Bitcoin's price, with a correlation of 0.94."
        ],
        "news_url": "https://cointelegraph.com/news/bitcoin-miners-microstrategy-stock-rally-as-btc-price-hits-50-3k",
        "sentiment": 0.5,
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        "title": "MicroStrategy's Bitcoin holdings soar past $4 billion, targets S&P 500 as it pivots to Bitcoin development.",
        "source": "https://www.coinspeaker.com/microstrategy-bitcoin-profit-tops-4b-sp-500/"
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        "source": "https://www.ibtimes.com/microstrategys-rebranding-bitcoin-development-company-natural-move-michael-saylor-3724498"
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        "source": "https://cointelegraph.com/news/bitcoin-miners-microstrategy-stock-rally-as-btc-price-hits-50-3k"
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    "title": "MicroStrategy's leadership solidifies its position as a major Bitcoin investor, aligning the company's growth strategy with the burgeoning cryp
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        "title": "MicroStrategy's Bitcoin holdings soar past $4 billion, targets S&P 500 as it pivots to Bitcoin development.",
        "source": "https://www.coinspeaker.com/microstrategy-bitcoin-profit-tops-4b-sp-500/"
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        "title": "MicroStrategy Director Sells Shares as Overvalued Stock Hits $11.87B Market Cap.",
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        "insight": "As a B2B marketing expert, I love making complex technology easy to understand and compelling to buy, invest in, cover, and endorse.\r
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        "last_name": "Adkisson",
        "insight": "Seller of Ideas, Executor of Objectives, Purveyor of Confabulation, Literate Thug\n\nHigh-powered sales executive and proven rainmaker
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        "job_title": "Chief Revenue Officer (CRO)",
        "education": "",
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            "Board Member",
            "Board Member",
            "Senior Executive Vice President & Chief Revenue Officer",
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        "insight": "",
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      "job_history": [
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        "Lead Solutions Marketing Manager"
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      "education": ", ",
      "job_history": [
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        ],
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    "region": "United States",
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            "valueLabel": "-14.99% YoY Growth",
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      "Qualtrics renews its partnership with Manchester City to improve fan experiences.",

      "The club uses Qualtrics to listen to fans and make quick changes.",

      "Qualtrics helps Man City plan a big stadium expansion."

    ],

    "news_url": "https://www.enterprisetimes.co.uk/2024/02/19/manchester-city-renews-experience-management-software-partner-with-qualtrics/",

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  {

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    "text": "New research shows bad customer service threatens $3.7 trillion annually. Can AI help? - A customer service office at the Salt Lake City Int

    "label": [

      "Initiatives"

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      "Qualtrics research finds bad customer service costs the world $3.7 trillion a year.",

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      "Qualtrics suggests AI can help but humans still needed for complex issues."

    ],

    "news_url": "https://www.ksl.com/article/50876908/new-research-shows-bad-customer-service-threatens-37-trillion-annually-can-ai-help",

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    "title": "\"Qualtrics Reveals Improved Australian Customer Experiences; Warns of $74B Loss from Poor Service.\"",

    "text": "Customer experience is getting better, but Aussie tempers are getting shorter - Businesses could face losing billions for bad customer servic

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      "Qualtrics research shows bad customer experiences in Australia dropped from 20% to 10% in a year.",

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          "Qualtrics aids government agencies in Australia to focus on customer value and transparency."
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        "SVP, Revenue Operations, Strategy & Programs",
        "Revenue Operations Leader (Pipeline | Forecasting | Attribution | Operations)",
        "Head of Industry Strategy & Operations",
        "Head of XM Enablement",
        "Director, Qualtrics Partner Network"

      ],
      "email": "mirug@qualtrics.com",
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        "SVP & GM, Global XM Launch & Tech/Media/Telecom Sector Leader",
        "Global Head of Partner Success & Founder, Qualtrics Partner Network",
        "Sr Director, Global Head of Customer Experience & Deployment, Microsoft Teams & Skype for Business",
        "Principal Director, Global Head of Customer Programs & Solutions, Skype for Business"
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      "bio": "Praveen is a seasoned Revenue Operations and Value Leader with over 20 years of experience in SaaS companies, specializing in driving g
      "job_title": "VP, Head of Strategy and Operations, Revenue Operations. VP, Head of Value Advisory",
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        "VP, Head of Strategy and Operations, Revenue Operations. VP, Head of Value Advisory",
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        ],
        "email": "prajendran@qualtrics.com",
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        "bio": "Justin is currently the VP of Revenue Operations, with a progressive career history in operations and analytics, including senior roles in Go T
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          "Director, Operations and Analytics",
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          "Business Analyst"
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        "email": "jmcclellan@qualtrics.com",
        "linkedin_url": "http://www.linkedin.com/in/mcclellanjustin"
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        "bio": "David B. is currently the Senior Director of Revenue Strategy and Operations, with a history of progressing roles in sales engineering, includi
        "job_title": "Senior Director, Revenue Strategy and Operations",
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        "job_title": "Chief Revenue Officer",
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          "Chief Revenue Officer",
          "Managing Director - Asia Pacific & Japan",
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        "SVP & GM - Asia Pacific & Japan",
        "VP - WW Sales & Marketing"
    ],
    "email": "billm@qualtrics.com",
    "linkedin_url": "http://www.linkedin.com/in/billmcmurray"
},
{
    "name": "Sal",
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    "insight": "Over nineteen years of progressive responsibility leading organizations in technology. I have experience in establishing new business uni
    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQFN1cfP7p_6eA/profile-displayphoto-shrink_100_100/0/1517745958003?e=1714003200
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        "Vice-President of North American Sales"
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    "last_name": "Ryon",
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    "job_title": "Director of Customer Strategy & Chief of Staff",
    "education": ", , ",
    "job_history": [
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        "Global Director - Partner Sales Strategy & Operations",
        "Regional COO - Head of Sales Strategy (EMEA North)",
        "Sales Strategy & Revenue Operations",
        "Account Executive | Market Insights & Brand Experience"
    ],
    "email": "clemencer@qualtrics.com",
    "linkedin_url": "http://www.linkedin.com/in/clemenceryon"
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{
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    "last_name": "Delgado",
    "insight": "",
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    "bio": "Houston is currently the Head of Marketing, with a singular focus on this role throughout their job history. Education details are not provided.'
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    "education": "",
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      "email": null,
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      "bio": "Matt is currently the Head of Global Revenue Operations, with a history of leadership roles in sales operations, go-to-market strategy, and di
      "job_title": "Head of Global Revenue Operations",
      "education": ", ",
      "job_history": [
        "Head of Global Revenue Operations",
        "Head of Operations for North America Sales",
        "Senior Manager, GTM Strategy & Operations",
        "Senior Manager, Digital Marketing Strategy & Analytics",
        "Manager, National Inside Sales Strategy & Analytics "
      ],
      "email": "mgera@qualtrics.com",
      "linkedin_url": "http://www.linkedin.com/in/mgera"
    },
    {
      "name": "Mike",
      "last_name": "Lauritzen",
      "insight": "Over 15 years of success across multiple industries in strategy, analytics, customer experience, and operations leadership, driving results
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQEACc9EtctrhA/profile-displayphoto-shrink_100_100/0/1665184221578?e=17140032008
      "bio": "Mike is a seasoned professional with over 15 years of experience in strategy, analytics, and operations, currently leading as Head of Global I
      "job_title": "Head of Global Revenue Operations & Insights",
      "education": "",
      "job_history": [
        "Head of Global Revenue Operations & Insights",
        "Sr. Director, Customer Loyalty",
        "Director, Business Analytics",
        "Senior Business Consultant",
        "Business Intelligence Analyst"
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      "email": "mlauritzen@qualtrics.com",
      "linkedin_url": "http://www.linkedin.com/in/mike-lauritzen-2198b830"
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    {
      "name": "Abhi",
      "last_name": "Arora",
      "insight": "Over 15 years of experience at the intersection of \"tech\" and \"growth\":\n\u2022\tSuccessfully led growth and transformation initiatives v
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      "job_title": "Global Head of Revenue Operations",
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      "job_history": [
        "Global Head of Revenue Operations",
        "Partner",
        "Associate Partner",
        "Manager, Global Sales and Marketing",
        "Project Engineer"

        ],
        "email": "aarora@qualtrics.com",
        "linkedin_url": "http://www.linkedin.com/in/abhi-arora-0786"
      }
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          "subtitle": "Salesforce, LinkedIn"
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      ]
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          "subtitle": "Qualtrics is seeking a Federal Health and Government Contractor Sales Manager to lead a sales team targeting Federal organizatio
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        }
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          "subtitle": "At least 6-8 years of individual enterprise-level sales experience and at least two years managing an enterprise-level sales team"
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        {
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          "subtitle": "MEDDIC sales processes, Salesforce.com"
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        {
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          "icon": "scalestack",
          "subtitle": "Roles tied to an office location work 4 days per week in the office together and 1 day from home with flexibility around personal, hea
        },
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          "subtitle": "Qualtrics is an equal opportunity employer committed to the inclusion of all qualified individuals, providing reasonable accommodati
        }
      ]
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            "icon": "scalestack",
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    "website": "https://www.servicetitan.com",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/3157549",
    "industry": "Software Development",
    "weights_score": 0.09565705671601189,
    "company_id": "servicetitanunitedstates",
    "description": "ServiceTitan launched Marketing Pro and is currently hiring 50 new sales professionals.",
    "n_employees": 1877,
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        "keyname": "growth_of_employees_who_are_Sales_Strategists"
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        "observation": "66 total (0 job openings)",
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        "keyname": "growth_of_employees_who_are_Tech_Propensity"
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        "title": "Go-To-Market",
        "observation": "677 total (8 job openings)",
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        "valueLabel": "-4.92% YoY Growth",
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        "title": "Sales General",
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      "text": "Aspire Software Enhances Capabilities with ServiceTitan Marketing Pro Integration - New automated marketing tool empowers contractors t
      "label": [
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        "Initiatives"
      ],
      "insights": [
        "ServiceTitan's Marketing Pro tool is now integrated with Aspire Software, aiming to boost contractor business with more calls and jobs.",
        "ServiceTitan has invested in Aspire to help contractors in landscaping and cleaning industries succeed.",
        "Marketing Pro by ServiceTitan allows for targeted customer outreach and campaign ROI tracking."
      ],
      "news_url": "https://finance.yahoo.com/news/aspire-software-enhances-capabilities-servicetitan-140000573.html",
      "sentiment": 0.5,
      "date_published": "2024-02-14T14:00:00.0000000Z",
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    {
      "title": "ServiceTitan's Aspire Software Boosts Contractor Growth with Marketing Pro Integration.",
      "text": "Aspire Software Integrates with ServiceTitan Marketing Pro - Aspire Software, a ServiceTitan company, has integrated its platform with Serv
      "label": [
        "Partnership",
        "Initiatives"
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      "insights": [
        "ServiceTitan's Aspire Software now integrates with Marketing Pro, aiding contractors in marketing automation.",
        "The integration targets landscape and commercial cleaning industries, aiming to boost business growth.",
        "ServiceTitan's investment enhances contractor access to marketing tools for better audience targeting."
      ],
      "news_url": "https://talkcmo.com/quick-bytes/aspire-software-integrates-with-servicetitan-marketing-pro/",
      "sentiment": 0.5,
      "date_published": "2024-02-16T06:17:00.0000000Z",
      "company_logo": "https://media.licdn.com/dms/image/C560BAQEZXBsypK75Fg/company-logo_200_200/0/1660079842957/servicetitan_logo?e=17
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    {
      "title": "\"ServiceTitan Boosts Aspire Software and Launches Marketing Pro for Contractors to Gain More Business.\"",
      "text": "Aspire Software Enhances Capabilities with ServiceTitan Marketing Pro Integration - New automated marketing tool empowers contractors t
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          "ServiceTitan's Marketing Pro helps contractors get more work and spend.",
          "The new tool lets contractors target ads and manage reviews better."
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      "news_url": "https://www.morningstar.com/news/pr-newswire/20240214da36364/aspire-software-enhances-capabilities-with-servicetitan-marketing-
      "sentiment": 0.5,
      "date_published": "2024-02-14T14:16:00.0000000Z",
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      "label": "Initiatives"
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      "title": "ServiceTitan enhances its partnership with Aspire Software by integrating Marketing Pro to help contractors expand their businesses.",
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          "source": "https://finance.yahoo.com/news/aspire-software-enhances-capabilities-servicetitan-140000573.html"
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    {
      "name": "Bryan",
      "last_name": "Olshock",
      "insight": "Entrepreneurial minded marketing and sales executive with strong skills in team building, sales development, demand generation, paid se

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    "bio": "Bryan is a Senior Vice President of Marketing with extensive experience in various aspects of digital marketing, including SEO, paid search,

    "job_title": "Senior Vice President Marketing",

    "education": "",

    "job_history": [

        "Senior Vice President Marketing",

        "Vice President Of Pipeline Generation",

        "Member",

        "Head of Demand Generation",

        "Head of Demand Generation"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/bryanolshock"

},

{

    "name": "Amer",

    "last_name": "Mkhalalati",

    "insight": "Experienced tech growth strategy / revenue ops executive with 14+ years experience. During my time at ServiceTitan, a $10Bn B2B SaaS

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    "bio": "Amer is a seasoned executive with over 14 years of experience in tech growth and revenue operations, currently serving as the Vice Preside

    "job_title": "Vice President - GTM (Revenue) Strategy and Operations",

    "education": ", ",

    "job_history": [

        "Vice President - GTM (Revenue) Strategy and Operations",

        "Limited Partner, Stage 2 Capital Catalyst",

        "Senior Director, Marketing Strategy",

        "Director, Growth Products (Strategy / GTM)",

        "Principal"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/amer-mkhalalati"

},

{

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    "last_name": "Biestman",

    "insight": "",

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    "bio": "Ross is currently the Chief Revenue Officer with a history of high-level sales leadership roles, including Vice President of Sales for Americas

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    "education": ", , ",

    "job_history": [

        "Chief Revenue Officer (CRO)",

        "CRO Executive in Residence",

        "Vice President of Sales, Americas + APAC",

        "Co-Founder / Board Member",

        "Director of Sales"

    ],

    "email": "rbiestman@servicetitan.com",

    "linkedin_url": "http://www.linkedin.com/in/ross-biestman-915a345"

},

{

    "name": "Jessica",

    "last_name": "Schaefer",

"insight": "",

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"bio": "Jessica is currently a Manager of Performance Marketing with a strong background in paid search, having progressed from a Paid Search Sp

"job_title": "Manager, Performance Marketing",

"education": "",

"job_history": [

   "Manager, Performance Marketing",

   "Channel Manager, Paid Search",

   "Senior Paid Search Specialist",

   "Paid Search Specialist",

   "SEM Manager"

],

"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/jessicaschaefer514"

},

{

"name": "Kelly",

"last_name": "H.",

"insight": "Turning BIG ideas into action! Dynamic, passionate, and innovative storyteller with 8+ years of experience in digital marketing and comm

"profile_pic": "https://media.licdn.com/dms/image/C4E03AQERs_olyOy20g/profile-displayphoto-shrink_100_100/0/1635451586475?e=1711584000

"bio": "Kelly is an experienced digital marketing and communications professional with over 8 years in the field, currently serving as an Enterprise M

"job_title": "Enterprise Marketing Manager",

"education": ", ",

"job_history": [

   "Enterprise Marketing Manager",

   "Senior Campaign Manager, Enterprise Marketing",

   "Senior Marketing Manager",

   "Digital Marketing Manager",

   "Program Manager"

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"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/kellynhicks"

},

{

"name": "Eric",

"last_name": "Godfrey",

"insight": "Dynamic leader with proven success creating, executing, and measuring multi-channel marketing campaigns to drive audience growth an

"profile_pic": "https://media.licdn.com/dms/image/C4E03AQHHbwcm_dl9Yw/profile-displayphoto-shrink_100_100/0/1637679224589?e=17115840C

"bio": "Eric is an experienced marketing professional with a focus on multi-channel campaigns and market segmentation, currently serving as an En

"job_title": "Enterprise Marketing Manager",

"education": ", ",

"job_history": [

   "Enterprise Marketing Manager",

   "Senior Manager, Digital Marketing",

   "Media and Analytics Strategy Supervisor",

   "Media and Channel Strategist",

   "Senior Paid Media Account Manager"

],

"email": "email_not_unlocked@domain.com",

"linkedin_url": "http://www.linkedin.com/in/eric-godfrey"

},

{

"name": "Jackie",

      "last_name": "Aubel",

      "insight": "Hello, weary, internet traveler! My name is Jackie Aubel and I\u2019m a Content Marketer, Podcaster, and Comedy Writer. \n\nI've been

      "profile_pic": "https://media.licdn.com/dms/image/D5603AQExeaK4NvmUQA/profile-displayphoto-shrink_100_100/0/1704753483301?e=171158400

      "bio": "Jackie Aubel is a seasoned Content Marketer with over 7 years of experience in the B2B SaaS industry, currently serving as a Senior Conter

      "job_title": "Senior Content Marketing Manager",

      "education": ", ",

      "job_history": [

        "Senior Content Marketing Manager",

        "Content Marketing Manager",

        "Writer and Performer on The Vanities Sketch",

        "Social Media Manager",

        "Producer and Co-Host of Guilty Pleasure Podcast"

      ],

      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/jaclynaubel"

    },

    {

      "name": "Michael",

      "last_name": "Sciano",

      "insight": "As a senior leader at Aspire, a ServiceTitan company, I create and execute the strategy for customer marketing, engagement, and advoc

      "profile_pic": "https://media.licdn.com/dms/image/C5603AQFStpuOpZOPyw/profile-displayphoto-shrink_100_100/0/1654218710415?e=171158400

      "bio": "Michael is a Senior Manager of Customer Marketing at Aspire, a ServiceTitan company, with a strong background in education, learning theo

      "job_title": "Senior Manager Customer Marketing",

      "education": ", ",

      "job_history": [

        "Senior Manager Customer Marketing",

        "Senior Manager, Customer Marketing & Advocacy",

        "Sr. Manager, Customer Marketing",

        "Sr. Director, Customer Lifecycle Marketing",

        "Senior Product Marketing Manager"

      ],

      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/michaelsciano"

    },

    {

      "name": "Erica",

      "last_name": "Schroder",

      "insight": "Web developer turned data-driven marketer, dedicated to creating polished web experiences that match the ideal customer profile while r

      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQFmt9OpbLoacw/profile-displayphoto-shrink_100_100/0/1563453877946?e=171158400

      "bio": "Erica is a seasoned professional in web marketing, currently serving as the Director of Web Marketing, with a career progression that include

      "job_title": "Director of Web Marketing",

      "education": ", , ",

      "job_history": [

        "Director of Web Marketing",

        "Sr. Manager, Web Marketing",

        "Director of Web Strategy and Marketing Process",

        "Web Strategist",

        "Global Web Operations Manager"

      ],

      "email": "email_not_unlocked@domain.com",

      "linkedin_url": "http://www.linkedin.com/in/eligeski"

    },

    {

    "name": "Christopher",

    "last_name": "Tang",

    "insight": "",

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQFZRBXaFmhfzQ/profile-displayphoto-shrink_100_100/0/1615513139064?e=171400320

    "bio": "Christopher is currently a Senior Analyst in Revenue Operations with a progressive career path from Sales Operations Analyst to Analyst in t

    "job_title": "Senior Analyst, Revenue Operations",

    "education": "",

    "job_history": [

      "Senior Analyst, Revenue Operations",

      "Analyst, Revenue Operations",

      "Sales Operations Analyst"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/christopher-tang-05739630"

  },

  {

    "name": "Janelle",

    "last_name": "Clymer",

    "insight": "I love building bridges, relationships and connections between people, subjects and organizations. With over 20 years of experience in m

    "profile_pic": "https://media.licdn.com/dms/image/C5603AQGeSbINbfYvEA/profile-displayphoto-shrink_100_100/0/1625191275591?e=1711584000

    "bio": "Janelle is a seasoned marketing professional with over 20 years of experience, currently leading customer marketing initiatives and possessi

    "job_title": "Customer Marketing, Lead",

    "education": ", ",

    "job_history": [

      "Customer Marketing, Lead",

      "Sr. Partner Marketing Manager",

      "Partner and Customer Marketing Manager",

      "Assistant Professor of Marketing",

      "Founder/CEO"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/janelleclymer"

  },

  {

    "name": "Brendan",

    "last_name": "Meyer",

    "insight": "I\u2019m an award-winning writer with 11 years of newsroom, brand, copywriting and editing experience. Currently, I'm a Manager, Cont

    "profile_pic": "https://media.licdn.com/dms/image/C4E03AQFGRoR3bzNcSQ/profile-displayphoto-shrink_100_100/0/1561607269917?e=1711584

    "bio": "Brendan is an experienced content marketing manager at ServiceTitan with a strong background in journalism, having worked for notable pu

    "job_title": "Manager, Content Marketing",

    "education": "",

    "job_history": [

      "Manager, Content Marketing",

      "Senior Staff Writer",

      "Staff Writer",

      "Freelance Writer",

      "Freelance Writer"

    ],

    "email": "email_not_unlocked@domain.com",

    "linkedin_url": "http://www.linkedin.com/in/brendan-meyer-19918758"

  },

  {

    "name": "Andrew",

            "last_name": "Nicoletta",

            "insight": "",

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            "bio": "Andrew is a seasoned professional in content marketing, currently holding the position of Senior Manager, Content Marketing, with a progres

            "job_title": "Senior Manager, Content Marketing",

            "education": "",

            "job_history": [

                "Senior Manager, Content Marketing",

                "Content Lead",

                "Senior Content Strategist",

                "Content Strategist",

                "Marketing Director"

            ],

            "email": "email_not_unlocked@domain.com",

            "linkedin_url": "http://www.linkedin.com/in/andrewnicoletta"

        }

    ],

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            "job_desc_highlights": [],

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            "url": "https://www.linkedin.com/jobs/view/sales-development-representative-at-servicetitan-3767436493",

            "job_insights": [

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                {

                    "title": "Compensation",

                    "icon": "money",

                    "subtitle": "$52,000 - $60,008 + commissions"

                },

                {

                    "title": "Techs Mentioned",

                    "icon": "scalestack",

                    "subtitle": ""

                },

                {

                    "title": "Ai Summary",

                    "icon": "scalestack",

                    "subtitle": "ServiceTitan is seeking a Sales Development Representative (SDR) to qualify leads, identify sales opportunities, and book product

                }

            ]

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      "url": "https://www.glassdoor.com/job-listing/sales-operations-analyst-aspire-servicetitan-JV_KO0,31_KE32,44.htm?jl=1009115727321",
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          "subtitle": "False"
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          "title": "Compensation",
          "icon": "money",
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        {
          "title": "Techs Mentioned",
          "icon": "scalestack",
          "subtitle": "CRM, Hubspot, database software"
        },
        {
          "title": "Ai Summary",
          "icon": "scalestack",
          "subtitle": "Aspire, a ServiceTitan company, is seeking a Sales Operations Analyst to optimize sales operation performance metrics and proces
        }
      ]
    },
    {
      "job_title": "ProProduct Development Representative (Sales)",
      "job_desc_highlights": [],
      "employer": "ServiceTitan",
      "url": "https://www.linkedin.com/jobs/view/proproduct-development-representative-sales-at-servicetitan-3817971235",
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          "icon": "scalestack",

          "subtitle": "Google Sheets, Salesforce.com"

        },

        {

          "title": "Ai Summary",

          "icon": "scalestack",

          "subtitle": "ServiceTitan is hiring ProProduct Development Representatives to engage existing customers, demonstrate the value of add-on pro

        }

      ]

    },

    {

      "job_title": "Manager I, Sales Development",

      "job_desc_highlights": [],

      "employer": "ServiceTitan",

      "url": "https://www.linkedin.com/jobs/view/manager-i-sales-development-at-servicetitan-3789454988",

      "job_insights": [

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          "subtitle": "False"

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        {

          "title": "New Initiative",

          "icon": "light-bulb",

          "subtitle": "False"

        },

        {

          "title": "Compensation",

          "icon": "money",

          "subtitle": "$91,600 - $104,900 + commissions"

        },

        {

          "title": "Techs Mentioned",

          "icon": "scalestack",

          "subtitle": "Salesforce.com, Salesloft"

        },

        {

          "title": "Ai Summary",

          "icon": "scalestack",

          "subtitle": "ServiceTitan is looking for a Sales Development Manager to shape and implement the outbound sales strategy, manage SDRs, and

        }

      ]

    },

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      "job_title": "Sales Engineer (Aspire)",

      "job_desc_highlights": [],

      "employer": "ServiceTitan",

      "url": "https://www.simplyhired.com/job/MnkO9css7g44zH_vdghBgKi_v3aG9h8T15mIsruHy_EU3yIsidWvKg",

      "job_insights": [

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            "icon": "light-bulb",
            "subtitle": "False"
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            "subtitle": "SaaS, software management system"
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            "icon": "scalestack",
            "subtitle": "Aspire, a ServiceTitan company, is looking for a Sales Engineer to manage the technical aspects of the sales cycle for Aspire's bus
          }
        ]
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  },
  {
    "name": "Lattice (United States)",
    "website": "http://lattice.com",
    "region": "United States",
    "linkedinUrl": "https://www.linkedin.com/company/10653469",
    "industry": "Software Development",
    "weights_score": 0.05537527392873178,
    "company_id": "latticeunitedstates",
    "description": "Lattice is expanding its margins and buying back shares despite a decrease in its sales team by 6% over the last year.",
    "n_employees": 719,
    "highlights": [
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        "title": "Sales Strategy",
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        "value": -10.34,
        "valueLabel": "-10.34% YoY Growth",
        "keyname": "growth_of_employees_who_are_Sales_Strategists"
      },
      {
        "title": "Tech Propensity",
        "observation": "33 total (1 job openings)",
        "value": -2.94,
        "valueLabel": "-2.94% YoY Growth",
        "keyname": "growth_of_employees_who_are_Tech_Propensity"
      },
      {
        "title": "Go-To-Market",

      "observation": "224 total (1 job openings)",

      "value": -6.67,

      "valueLabel": "-6.67% YoY Growth",

      "keyname": "growth_of_employees_who_are_Go-To-Market"

    },

    {

      "title": "Sales General",

      "observation": "277 total (9 job openings)",

      "value": -6.73,

      "valueLabel": "-6.73% YoY Growth",

      "keyname": "growth_of_employees_who_are_Sales_General"

    }

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  "total_score": 16.060000000000002,

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  "news_list": [

    {

      "title": "\"Lattice Outpaces FPGA Market with Low-Power Chips, Aims to Double Market by 2028 Despite Early 2024 Revenue Dip.\"",

      "text": "Lattice Semiconductor: Great Asset Priced For Perfection - Peter Hansen/iStock via Getty Images\n\nMy thesis\n\nLattice Semiconductor (N

      "label": [

        "Initiatives"

      ],

      "insights": [

        "Lattice Semiconductor is growing faster than the FPGA market with a focus on low-power chips.",

        "Lattice's new advanced chips could double its market by 2028.",

        "Lattice expects a revenue dip in early 2024 but a rebound later in the year."

      ],

      "news_url": "https://seekingalpha.com/article/4671251-lattice-semiconductor-great-asset-priced-for-perfection",

      "sentiment": 0.5,

      "date_published": "2024-02-18T11:40:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/D560BAQG7cV0p3N3eBQ/company-logo_200_200/0/1691682227671/lattice_hq_logo?e=17

    },

    {

      "title": "\"Lattice Faces 16% Sales Drop and 49% EPS Cut as Growth Slows.\"",

      "text": "Lattice Semiconductor Corporation (NASDAQ:LSCC) Analysts Just Cut Their EPS Forecasts Substantially - The analysts covering Lattice S

      "label": [

        "Leadership"

      ],

      "insights": [

        "Lattice Semiconductor's sales may drop by 16% in 2024.",

        "Analysts cut Lattice's EPS forecast by 49% for 2024.",

        "Lattice's growth may be slower than its industry's future growth."

      ],

      "news_url": "https://finance.yahoo.com/news/lattice-semiconductor-corporation-nasdaq-lscc-125936765.html",

      "sentiment": 0.5,

      "date_published": "2024-02-17T12:59:00.0000000Z",

      "company_logo": "https://media.licdn.com/dms/image/D560BAQG7cV0p3N3eBQ/company-logo_200_200/0/1691682227671/lattice_hq_logo?e=17

    },

    {

      "title": "\"Lattice Semiconductor excels with low-power tech and eyes global expansion despite Asia risks.\"",

      "text": "Decoding Lattice Semiconductor Corp (LSCC): A Strategic SWOT Insight - Comprehensive SWOT analysis based on Lattice Semiconducto

          "label": [
            "Initiatives",
            "Leadership"
          ],
          "insights": [
            "Lattice Semiconductor focuses on low-power, high-performance tech.",
            "LSCC's sales are strong in Asia but this brings risk.",
            "LSCC can grow by tapping into new global markets."
          ],
          "news_url": "https://finance.yahoo.com/news/decoding-lattice-semiconductor-corp-lscc-052816178.html",
          "sentiment": 0.5,
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        {
          "title": "\"Lattice Meets EPS Targets, Grows Revenue by 12%, and Forecasts Stronger H2 in 2024.\"",
          "text": "Lattice Semiconductor Corporation (NASDAQ:LSCC) Q4 2023 Earnings Call Transcript - Lattice Semiconductor Corporation (NASDAQ:LSC
          "label": [
            "Initiatives"
          ],
          "insights": [
            "Lattice Semiconductor reported Q4 2023 earnings per share of $0.45, meeting expectations.",
            "Lattice's annual revenue grew by 12% in 2023, marking the third consecutive year of double-digit growth.",
            "Lattice expects revenue in the second half of 2024 to be higher than the first half."
          ],
          "news_url": "https://www.insidermonkey.com/blog/lattice-semiconductor-corporation-nasdaqlscc-q4-2023-earnings-call-transcript-1258110/",
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        {
          "title": "\"Lattice Boosts Revenue to $737M, Expands Margin to 69.8%, Continues Share Buybacks for 13th Quarter.\"",
          "text": "Lattice Semiconductor Reports Fourth Quarter and Full Year 2023 Results - HILLSBORO, Ore.--(BUSINESS WIRE)--Lattice Semiconductor
          "label": [
            "Initiatives",
            "Leadership"
          ],
          "insights": [
            "Lattice Semiconductor's full year 2023 revenue grew by 12% to $737.2 million.",
            "In 2023, Lattice's gross margin expanded by 130 basis points to 69.8% on a GAAP basis.",
            "Lattice repurchased about 900,000 shares in Q4 2023, marking 13 straight quarters of buybacks."
          ],
          "news_url": "https://www.businesswire.com/news/home/20240212711016/en/Lattice-Semiconductor-Reports-Fourth-Quarter-and-Full-Year-2023-Re
          "sentiment": 0.5,
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            "title": "\"Lattice Outpaces FPGA Market with Low-Power Chips, Aims to Double Market by 2028 Despite Early 2024 Revenue Dip.\"",
            "source": "https://seekingalpha.com/article/4671251-lattice-semiconductor-great-asset-priced-for-perfection"
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            "source": "https://www.businesswire.com/news/home/20240212711016/en/Lattice-Semiconductor-Reports-Fourth-Quarter-and-Full-Year-2023
          }
        ],
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        "sources": [
          {
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          }
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        "name": "Annette",
        "last_name": "Cardwell (she/her)",
        "insight": "I am a proven marketing and content leader with 15+ years of experience creating strategies that build audiences, grow brand awareness
        "profile_pic": "https://media.licdn.com/dms/image/D5603AQH199BSPVHGbg/profile-displayphoto-shrink_100_100/0/1694386928305?e=171279360
        "bio": "Annette is a seasoned marketing executive with over 15 years of experience, specializing in audience building, brand awareness, and revenu
        "job_title": "VP of Brand and Corporate Marketing",
        "education": "",
        "job_history": [
          "VP of Brand and Corporate Marketing",
          "Advisor",
          "Member",
          "Senior Director - Content, Community, Customer, and Web",
          "Vice President, Content"
        ],

      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/annettecardwell"
  },
  {
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      "last_name": "Hofmeister",
      "insight": "I love building teams, launching products, and connecting products and brands to customers. I lead with enthusiasm and conviction in the
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      "bio": "Emi is a seasoned professional with a strong background in product marketing and go-to-market strategy, currently serving as VP of Product
      "job_title": "VP Product Marketing",
      "education": "",
      "job_history": [
          "VP Product Marketing",
          "VP Product Marketing",
          "VP of Marketing",
          "Director of Global Insights, Sales Solutions",
          "Director of Product Marketing, Talent Solutions"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/emihofmeister"
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  {
      "name": "Elizabeth",
      "last_name": "Walton Egan",
      "insight": "I'm an entrepreneurial executive who builds and leads B2B SaaS companies. I currently am Chief Marketing Officer at Lattice. \n\nPreviou
      "profile_pic": "https://media.licdn.com/dms/image/C4E03AQE0R0HpR75DCQ/profile-displayphoto-shrink_100_100/0/1662084310247?e=171279360
      "bio": "Elizabeth is the Chief Marketing Officer at Lattice with a proven track record in scaling B2B SaaS companies, notably growing Yext from a $1
      "job_title": "Chief Marketing Officer",
      "education": ", ",
      "job_history": [
          "Chief Marketing Officer",
          "Co-Founder",
          "Chief Marketing Officer",
          "Senior Vice President Marketing",
          "Vice President Marketing"
      ],
      "email": "email_not_unlocked@domain.com",
      "linkedin_url": "http://www.linkedin.com/in/elizabethwaltonegan"
  },
  {
      "name": "Weisi",
      "last_name": "Kang",
      "insight": "(way-sah) (kay-ng)\n\nI collaborate successfully with marketing and sales stakeholders on data, reporting, process, and technology by wo
      "profile_pic": "https://media.licdn.com/dms/image/D5603AQEWoISVHKczUg/profile-displayphoto-shrink_100_100/0/1685125198137?e=171279360
      "bio": "Weisi is an experienced marketing professional currently leading as the Head of Marketing Operations, with a progressive career history in m
      "job_title": "Head of Marketing Operations",
      "education": ", ",
      "job_history": [
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          "Marketing Operations Lead",
          "Senior Manager Marketing Operations",
          "Marketing Operations Manager",
          "Senior Manager Marketing Operations"

      ],
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      "name": "Natalie \u2605",
      "last_name": "Peled David",
      "insight": "Results-driven, dynamic professional with a track record of excellence in creating scalable programs that produce repeated success.\n\nn
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        "Head of GTM Enablement",
        "Executive Member, Mentor",
        "Member, 5X Event Speaker & Moderator",
        "3X Event Speaker & Moderator @ CRO Summit",
        "Chief of Staff to CRO (Chief Revenue Officer)"
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      "job_title": "Product Marketing - Growth Segments",
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        "Senior Consultant, Product and GTM strategy",
        "Consultant, Marketing Strategy",
        "Senior Manager, Digital Media",
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      "last_name": "Simmons",
      "insight": "Engaging professional with strong interpersonal skills and a passion for cultivating professional and personal relationships. I take pride in
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      "job_title": "Sr. Marketing Events Manager ",
      "education": ", ",
      "job_history": [
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        "Field Marketing Manager",
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        "Client Success Manager",

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      "Communications Coordinator",
      "Multimedia Journalist"
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    "insight": "I\u2019m a strategic sales and business leader with a passion for scaling startups, utilizing industry best practices and tools. I have exten
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    "education": "",
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      "Director of Business Systems",
      "Head of Sales Operations & Enablement ",
      "Sales Development Manager"
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      "education": ", , ",
      "job_history": [
        "Director of Events and Partner Marketing",
        "Head of Events",
        "Events & Community Manager",
        "Event Marketing",
        "EMEA Marketing Coordinator, Contract"
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      "insight": "I'm a product marketing leader who helps B2B companies take new products from 0 to 1 through market research, product positioning, an
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      "job_title": "Senior Product Marketing Manager, HRIS",
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        "Advisor",
        "Product Marketing Manager, HRIS",
        "Chief of Staff & Head of Marketing",
        "Product Marketing & Product Management"
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    },
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      "last_name": "Strine",
      "insight": "I have a long-standing history of successful collaboration with artists and creative professionals. My art world, start-up and traditional mar
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      "bio": "Carrie is a seasoned professional with expertise in design, ecommerce, merchandising, marketing, project management, and production, cur
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      "job_history": [
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        "Lead Design Program Manager, Brand Design",
        "Sr Design Program Manager, Brand Design",
        "Senior Design Manager",
        "Director of Project Management"
      ],

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            "SEM Analyst",
            "Media Account Manager",
            "Media Account Coordinator"
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        "company_name": "Rippling",
        "news_url": "https://www.businessinsider.com/rippling-hr-startup-growth-parker-conrad-eisar-lipkovitz",
        "label": [
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        "insights": [
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          "The company plans to invest heavily in R&D, focusing on AI integration within its platform.",
          "Rippling's revenue exceeds $200 million annually and is expanding in the Asia Pacific market."
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      "text": "\u201cCompletely unproven\u201d: Employment Hero co-founder blasts US competitor Rippling as it opens Sydney office - article-article-body
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      "label": [
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        "Rippling hired Matt Loop, ex-VP of Slack, as regional chief.",
        "Rippling faces criticism from Employment Hero in Australia."
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      "text": "US-based HR tech company Rippling to expand in India: CEO Parker Conrad - US-based HR and payment software startup Rippling is expand
      "company_name": "Rippling",
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      "label": [
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        "The company is looking for engineers, product managers, and other roles.",
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        "The company is valued at $11.25 billion and aims to earn billions in APAC.",
        "Rippling's platform is tailored for local compliance and payroll in Australia."
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            "Rippling's platform can automate onboarding and offboarding tasks.",
            "Rippling offers global payroll services for Australian companies."
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            "The company plans to introduce new products for the APAC market and expects to generate significant revenue from the region.",
            "Rippling's platform is tailored for Australian compliance, handling local employment regulations and payroll requirements."
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            "Leadership",
            "Partnership"

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        "Rippling's platform is designed to simplify HR, IT, and finance management for businesses."
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        "Zendesk, a CRM platform, surpassed $1 billion in revenue in 2020.",
        "Zendesk's API is essential for comprehensive eDiscovery data collection.",
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      "text": "Estonian Klaus acquired by US-based Zendesk, adding AI-powered QA to WEM solutions - - Advertisement -\n\nKlaus, the Tallinn-based start
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        "Klaus lets Zendesk check all support chats for quality.",
        "Zendesk now uses Klaus to spot service gaps and train teams."
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          "label": [

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              "Partnership",

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              "Klaus's AI checks all customer talks to spot issues and coach teams.",

              "The buy lets Zendesk give a full view of service gaps and training needs."

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          "text": "10 Trends Every CX Leader Needs To Know In 2024 - We\u2019re facing a seismic shift in the world of customer experience with rapid advan

          "company_name": "Zendesk",

          "news_url": "https://www.forbes.com/sites/zendesk/2024/02/16/10-trends-every-cx-leader-needs-to-know-in-2024/",

          "label": [

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              "Zendesk's 2024 CX Trends report shows AI will make customer support more human-like.",

              "70% of CX leaders plan to use generative AI in customer interactions, as per Zendesk.",

              "Zendesk helps CX leaders adapt to new tech for better customer experiences."

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          "text": "Zendesk completes addition of Klaus on its platform - According to an official release, Zendesk announced it completed its acquisition of Klaus

          "company_name": "Zendesk",

          "news_url": "https://www.financialexpress.com/business/digital-transformation-zendesk-completes-addition-of-klaus-on-its-platform-3393046/",

          "label": [

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          "insights": [

              "Zendesk now includes Klaus, enhancing support with AI quality checks.",

              "Klaus's AutoQA feature aims to boost service quality in Zendesk's suite.",

              "Zendesk's acquisition targets better quality across human and digital support."

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    "company_name": "Zendesk",
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      "Klaus was added to Zendesk's workforce tools.",
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      "Initiatives"
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      "Klaus lets Zendesk review all customer chats, spotting issues and training chances.",
      "Zendesk's new AI can check both human and bot customer talks for better service."
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      "Klaus, now part of Zendesk, raised $19.3M before the buyout.",
      "Zendesk's CTO says Klaus will boost AI quality checks."
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    "title": "\"UiPath's stock climbs despite overvaluation concerns, strong cash reserves, and looming big tech competition.\"",
    "text": "UiPath: I Am Not Ready To Pay Premium Here - SOPA Images/LightRocket via Getty Images\n\nInvestment thesis\n\nUiPath's (NYSE:PATH)
    "company_name": "UiPath",
    "news_url": "https://seekingalpha.com/article/4671342-uipath-stock-am-not-ready-to-pay-premium-here-sell",
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      "UiPath's stock has risen but is deemed overvalued by the author.",
      "The company has a strong financial position with high cash reserves.",
      "UiPath faces potential competition from tech giants like Microsoft and Google."
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    "title": "\"UiPath and Deloitte Unveil AI Service to Accelerate Finance Tasks for Businesses.\"",
    "text": "UiPath and Deloitte Collaborate to Introduce Turnkey Automation Offering for Growth Companies - NEW YORK, Feb. 15, 2024 /PRNewswire/
    "company_name": "UiPath",
    "news_url": "https://finance.yahoo.com/news/uipath-deloitte-collaborate-introduce-turnkey-213000029.html",
    "label": [
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      "UiPath teams up with Deloitte to launch a new automation service for growing companies.",
      "The service uses UiPath's AI to speed up finance tasks like handling invoices.",
      "UiPath's platform helps businesses use AI across their operations."
    ],
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    "title": "\"UiPath Boosts Automation with New AI Models and Launches AI-Enhanced Autopilot for Testers.\"",
    "text": "UiPath is Building Foundational Models: CEO - UiPath, a leading enterprise automation software company, is developing foundational models,
    "company_name": "UiPath",
    "news_url": "https://analyticsindiamag.com/uipath-is-building-foundational-models-ceo/",
    "label": [
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      "UiPath is creating new AI models to improve automation.",
      "The company launched Autopilot for Test Suite with AI features for testers.",
      "UiPath's platform now helps developers integrate UI, APIs, data, and AI."
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    "title": "\"UiPath Unveils AI Innovations for 2M+ Developers and Expands with New India Data Center.\"",
    "text": "UiPath Announces New Developer Features at DevCon 2024 to Bring Latest in AI-powered Productivity to Developer Community - More than 2
    "company_name": "UiPath",
    "news_url": "https://finance.yahoo.com/news/uipath-announces-developer-features-devcon-033000047.html",
    "label": [
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    "insights": [
      "UiPath introduced new AI features for developers at DevCon 2024.",
      "Over 2 million developers use UiPath's AI automation tools.",
      "UiPath's new India data center will open in April 2024."
    ],
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    "title": "\"UiPath to Train 500K Indians in AI, Launch 50 Labs, and Offer 100 Scholarships by 2027.\"",
    "text": "UiPath looks to equip 500,000 Indian professionals with automation skills by 2027 - Elevate Your Tech Prowess with High-Value Skill Courses
    "company_name": "UiPath",
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      "The company will launch 50 automation skills labs in Indian colleges.",
      "UiPath is offering 100 scholarships for certification to the disadvantaged."
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    "title": "MicroStrategy's Bitcoin holdings soar past $4 billion, targets S&P 500 as it pivots to Bitcoin development.",

        "text": "MicroStrategy\u2019s Bitcoin Profit Tops $4B as It Eyes S&P 500 Inclusion - MicroStrategy\u2019s remarkable performance this year position
        "company_name": "MicroStrategy",
        "news_url": "https://www.coinspeaker.com/microstrategy-bitcoin-profit-tops-4b-sp-500/",
        "label": [
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            "MicroStrategy's Bitcoin profits hit over $4 billion as BTC price soars.",
            "The company now holds about 190,000 Bitcoin, aiming for S&P 500 spot.",
            "MicroStrategy plans to rebrand as a Bitcoin development firm."
        ],
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        "id": null,
        "company_id": "microstrategyunitedstates",
        "title": "MicroStrategy Director Sells Shares as Overvalued Stock Hits $11.87B Market Cap.",
        "text": "MicroStrategy Inc Director Jarrod Patten Sells Company Shares - Jarrod Patten, a director at MicroStrategy Inc (NASDAQ:MSTR), has sold 1,
        "company_name": "MicroStrategy",
        "news_url": "https://finance.yahoo.com/news/microstrategy-inc-director-jarrod-patten-050954811.html",
        "label": [
            "Leadership"
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        "insights": [
            "MicroStrategy director Jarrod Patten sold 1,125 shares with no buys in the past year.",
            "MicroStrategy's stock is deemed Significantly Overvalued with a P/E ratio of 542.29.",
            "The company's market cap was $11.87 billion at a share price of $778.56."
        ],
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        "id": null,
        "company_id": "microstrategyunitedstates",
        "title": "\"MicroStrategy Becomes Top Bitcoin Holder, Expands Crypto Services Amid ETF Boom.\"",
        "text": "MicroStrategy shifts focus to Bitcoin development, rebranding amidst Bitcoin ETF surge - In a recent CNBC interview, Michael Saylor, MicroStr
        "company_name": "MicroStrategy",
        "news_url": "https://www.cryptopolitan.com/microstrategy-shifts-focus-to-bitcoin/",
        "label": [
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        "insights": [
            "MicroStrategy is now a Bitcoin firm due to high Bitcoin ETF demand.",
            "The company holds more Bitcoin than any other public firm.",
            "MicroStrategy will make and grow Bitcoin tools and services."
        ],
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      "id": null,
      "company_id": "microstrategyunitedstates",
      "title": "MicroStrategy's Shares Soar with Bitcoin Boom and New Focus on Crypto Growth.",
      "text": "MicroStrategy: All In On Bitcoin - Bloomberg/Bloomberg via Getty Images\n\nThesis Summary\n\nMicroStrategy (NASDAQ:MSTR) has rallied
      "company_name": "MicroStrategy",
      "news_url": "https://seekingalpha.com/article/4670044-microstrategy-all-in-on-bitcoin",
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        "MicroStrategy's stock surged over 50% due to Bitcoin's rise and plans to focus more on Bitcoin.",
        "The company holds 190,000 Bitcoins, with an unrealized profit of $3.5 billion at Bitcoin's price near $50,000.",
        "MicroStrategy aims to grow the Bitcoin network and may develop Bitcoin-related software."
      ],
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      "id": null,
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      "title": "\"MicroStrategy Aims to Boost Bitcoin Holdings, Saylor Predicts Long-Term Growth.\"",
      "text": "MicroStrategy's Rebranding Into 'Bitcoin Development Company' A 'Natural' Move: Michael Saylor - KEY POINTS MicroStrategy will now focus
      "company_name": "MicroStrategy",
      "news_url": "https://www.ibtimes.com/microstrategys-rebranding-bitcoin-development-company-natural-move-michael-saylor-3724498",
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        "The firm will make more cash to get more Bitcoin.",
        "Saylor sees Bitcoin growing a lot in 15 years."
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      "title": "MicroStrategy's stock soars with Bitcoin surge, holding $8.1B in BTC.",
      "text": "Bitcoin miners, MicroStrategy stock rally as BTC price hits $50.3K - Bitcoin\u2019s (BTC) rebound to a two-year high at $50,363 on Feb. 12 ha
      "company_name": "MicroStrategy",
      "news_url": "https://cointelegraph.com/news/bitcoin-miners-microstrategy-stock-rally-as-btc-price-hits-50-3k",
      "label": [
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        "Leadership"
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        "MicroStrategy's stock rose 11% in 24 hours and 33% over the week as Bitcoin hit $50.3K.",
        "The company holds 190,000 BTC, now worth $8.1 billion, after buying more in January.",
        "MicroStrategy's share price has a strong link to Bitcoin's price, with a correlation of 0.94."
      ],
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    "title": "Ripple CTO Schwartz asserts fair XRP sales amid price impact debate.",
    "text": "Ripple CTO Takes Firm Stand Amid Heated Debate Around XRP Dump - Ripple\u2019s Chief Technology Officer (CTO) David Schwartz rece
    "company_name": "Ripple",
    "news_url": "https://coingape.com/ripple-news-cto-takes-firm-stand-amid-heated-debate-around-xrp-dump/",
    "label": [
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        "Ripple CTO David Schwartz defends the company's XRP sales practices, emphasizing transparency and responsible selling.",
        "Schwartz clarifies that Ripple stopped programmatic XRP sales but continues On-Demand Liquidity sales.",
        "Debate arises over Ripple's impact on XRP price, with some distinguishing between 'dumping' and 'selling'."
    ],
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    "title": "\"Ripple Sells Over 1 Billion XRP in Q4, Holdings Drop to 45.55 Billion.\"",
    "text": "Reports Show Ripple Holds Over 45 Billion XRP After Its Q4 Sales - A recent report covering Ripple\u2019s activities and its API services has
    "company_name": "Ripple",
    "news_url": "https://techreport.com/crypto-news/reports-show-ripple-holds-over-45-billion-xrp-after-its-q4-sales/",
    "label": [
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        "Ripple now holds 45.55 billion XRP after selling over 1 billion tokens in Q4 2023.",
        "Ripple's XRP holdings decreased by 780 million from Q3 to Q4 2023.",
        "Ripple's Q4 report covers compliance, AML, and XRP Ledger integrations."
    ],
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    "text": "Will This Ripple Custody Company Aid CBDC Efforts in Struggling Economies? - Distributed ledger specialists Ripple Labs acquired digital ass
    "company_name": "Ripple",
    "news_url": "https://beincrypto.com/ripple-custody-company-aid-cbdcs/",
    "label": [
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        "Ripple bought Standard Custody to help with token laws.",
        "Ripple's tech may make CBDCs in poor nations more stable.",
        "Ripple's CBDC tools could use tokens like gold for backing."

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        "text": "Ripple Acquires US-Based Digital Asset Platform Standard Custody & Trust Company to Strengthen Product Offerings - Payments company R
        "company_name": "Ripple",
        "news_url": "https://dailyhodl.com/2024/02/13/ripple-acquires-us-based-digital-asset-platform-standard-custody-trust-company-to-strengthen-product-c
        "label": [
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            "Ripple is buying Standard Custody to add new services.",
            "The deal gives Ripple more licenses in the US.",
            "Ripple bought another custody firm for $250 million last year."
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        "title": "\"Ripple's XRP Soars 13% to $0.58 After Standard Custody Purchase Boosts Market Stand.\"",
        "text": "XRP Price Rallies 13% After Ripple\u2019s Latest Acquisition: More Gains Ahead? - FXEmpire.com -\n\nKey Insights:\n\nRipple (XRP) price h
        "company_name": "Ripple",
        "news_url": "https://www.nasdaq.com/articles/xrp-price-rallies-13-after-ripples-latest-acquisition%3A-more-gains-ahead",
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            "Leadership"
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            "Ripple's XRP price jumped to $0.58 after buying Standard Custody.",
            "XRP gained 13% in value following Ripple's acquisition news.",
            "Ripple's purchase of Standard Custody may boost XRP's market position."
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        "title": "\"Ripple Acquires Custody Firm for Compliance as Jupiter Fund Sells XRP ETP Amid Irish Crypto Rules.\"",
        "text": "Jupiter Withdraws Holdings in Ripple XRP ETP over Compliance Concerns - The rationale behind the cancellation stems from regulatory cons
        "company_name": "Ripple",
        "news_url": "https://www.coinspeaker.com/jupiter-ripple-xrp-etp-compliance/",
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            "Jupiter Fund Management sold its Ripple XRP ETP due to Irish crypto rules.",
            "The sale of Ripple XRP ETP by Jupiter resulted in a minor loss of $834.",
            "Ripple bought a custody firm to boost US regulatory compliance."
        ],
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        "title": "\"Zapier Links WooCommerce with Apps for Easy Automation, Starting Free to $79/Year.\"",
        "text": "9 Best Accounting Software to Integrate with WooCommerce \u2014 Easy Integration in 2024 - What to Look for in WooCommerce Accounting
        "company_name": "Zapier",
        "news_url": "https://techreport.com/business-software/best-accounting-software-for-woocommerce/",
        "label": [
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        "insights": [
            "Zapier is not an accounting software but allows WooCommerce to connect with many apps.",
            "Zapier automates tasks between WooCommerce and other software.",
            "Zapier costs $79 annually and offers a free plan."
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        "title": "SentinelOne Teams Up with Aston Martin F1 as Official Cybersecurity Partner to Shield Data with AI Tech.",
        "text": "Aston Martin Aramco Formula One team drives cybersecurity with SentinelOne - Dubai, United Arab Emirates - In 2021 The Aston Martin Aram
        "company_name": "SentinelOne",
        "news_url": "https://www.zawya.com/en/press-release/companies-news/aston-martin-aramco-formula-one-team-drives-cybersecurity-with-sentinelone
        "label": [
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            "SentinelOne is now the Official Cybersecurity Partner for the Aston Martin Aramco Formula One Team.",
            "The team uses SentinelOne's AI tech to protect their data and stay safe from cyber threats.",
            "SentinelOne's Singularity Platform helps the team secure all their devices and cloud work."
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        "text": "The Latest Analyst Ratings For SentinelOne - Throughout the last three months, 10 analysts have evaluated SentinelOne (NYSE:S), offering a
        "company_name": "SentinelOne",
        "news_url": "https://markets.businessinsider.com/news/stocks/the-latest-analyst-ratings-for-sentinelone-1033066234",
        "label": [
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      "insights": [
        "SentinelOne's average price target rose to $28.2, up over 30% from the previous $21.57.",
        "Analysts have recently upgraded SentinelOne, with several raising their price targets.",
        "SentinelOne's revenue grew by 42.35% as of October 31, 2023, outpacing IT sector peers."
      ],
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      "id": null,
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      "title": "SentinelOne stock jumps on BofA upgrade with a higher price target and promising growth outlook despite competition.",
      "text": "SentinelOne's Stock Surge Echoes Strong Market Potential: Analyst Anticipates Competitive Edge And Revenue Reacceleration - BofA Securi
      "company_name": "SentinelOne",
      "news_url": "https://markets.businessinsider.com/news/stocks/sentinelone-s-stock-surge-echoes-strong-market-potential-analyst-anticipates-competiti
      "label": [
        "Leadership",
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        "SentinelOne's stock rose over 4% after an upgrade from Neutral to Buy and a price target increase from $26.50 to $35 by BofA.",
        "The company is expected to see a revenue growth slowdown to 46% in 2023 but a nnARR growth reacceleration to +10% in 2024.",
        "Despite competition, SentinelOne trades at a discount with a 7.5x CY25E EV/Sales ratio, suggesting a valuation upside."
      ],
      "date_published": "2024-02-14T20:06:00.0000000Z",
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      "id": null,
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      "title": "\"Bank of America Boosts SentinelOne to 'Buy', Stock Soars to Year's Peak on Sales Optimism.\"",
      "text": "Sentinelone Stock Improves When Bank Of America Upgrades, New Price Target - (MENAFN- Market Press Release) February 18, 2024 4:35
      "company_name": "SentinelOne",
      "news_url": "https://menafn.com/1107868888/Sentinelone-Stock-Improves-When-Bank-Of-America-Upgrades-New-Price-Target",
      "label": [
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      "insights": [
        "Bank of America upgraded SentinelOne stock from neutral to buy and raised its price target to $35.",
        "SentinelOne's stock hit its highest since April 2022 after the upgrade, closing at $30, up 3.5% in a day.",
        "The upgrade followed high transaction activity in cybersecurity, with expectations of better sales ahead."
      ],
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      "title": "SentinelOne boosts Aston Martin F1's cyber defense and brand visibility through 2025.",
      "text": "Aston Martin Aramco F1 team extends cybersecurity partnership with SentinelOne - The Aston Martin Aramco Formula One team has signed a
      "company_name": "SentinelOne",
      "news_url": "https://www.sportsbusinessjournal.com/Articles/2024/02/14/aston-martin-sentinelone",

      "label": [
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        "SentinelOne extends its cybersecurity partnership with Aston Martin Aramco F1 team until 2025.",
        "SentinelOne's AI platform will help Aston Martin Aramco with AI threat hunting in 2024.",
        "SentinelOne's logo will be on Aston Martin's F1 cars, showing a strong brand partnership."
      ],
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      "text": "JFrog's Penetration Into The Large Enterprise Market Has Turned Me Bullish - Chadchai Ra-ngubpai/Moment via Getty Images\n\nInvestment
      "company_name": "JFrog",
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      "label": [
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        "JFrog's focus on large enterprise customers has paid off, with significant growth in deals over $1M in ARR.",
        "In Q4 FY23, JFrog's revenue beat estimates by 4.6%, with a 27% year-over-year increase.",
        "JFrog expects strong revenue growth and higher adjusted earnings per share in FY24."
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      "text": "Why Is JFrog (FROG) Stock Soaring Today - Why Is JFrog (FROG) Stock Soaring Today\n\nWhat Happened:\n\nShares of software developm
      "company_name": "JFrog",
      "news_url": "https://finance.yahoo.com/news/why-jfrog-frog-stock-soaring-180154607.html",
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        "JFrog stock rose nearly 30% after a strong first-quarter report.",
        "The company beat Wall Street's revenue and profit forecasts.",
        "JFrog's outlook for future earnings is higher than expected."
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    "text": "Buy Rating on JFrog Supported by Strong Q4 Performance and Promising Cloud Growth Forecast - JFrog (FROG \u2013 Research Report), th
    "company_name": "JFrog",
    "news_url": "https://markets.businessinsider.com/news/stocks/buy-rating-on-jfrog-supported-by-strong-q4-performance-and-promising-cloud-growth-fo
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      "JFrog's Q4 results were strong, leading to a Buy rating and a $54 price target from Bank of America.",
      "The company's cloud services are expected to grow, with a focus on enterprise clients.",
      "Despite insider sales, analysts remain positive on JFrog's stock performance."
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    "text": "JFrog Stock Surges On Rapid Growth In Q4 Cloud Revenue - JFrog shares today hit a new 52-week high of $48.80. After rising 62% in 2023,
    "company_name": "JFrog",
    "news_url": "https://www.forbes.com/sites/robertdefrancesco/2024/02/15/jfrog-stock-surges-on-rapid-growth-in-q4-cloud-revenue/",
    "label": [
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      "JFrog's Q4 cloud revenue soared 59%, driving its stock to a 52-week high of $48.80.",
      "In 2023, JFrog's total revenue increased by 25% to nearly $350 million.",
      "JFrog's customer base includes 83% of the Fortune 100, with cloud revenue up 50% in 2023."
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    "text": "5 Things To Know About The Sophos CEO Transition - 5 Things To Know About The Sophos CEO Transition\n\nHere\u2019s what we know s
    "company_name": "Sophos",
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      "Joe Levy is now acting CEO of Sophos, a cybersecurity leader.",
      "Sophos has grown its revenue to over $1 billion under Hagerman.",
      "Sophos aims to deliver all products as a service with channel help."
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            "text": "New Qbot malware variant uses fake Adobe installer popup for evasion - The developer of Qakbot malware, or someone with access to the so
            "company_name": "Sophos",
            "news_url": "https://www.bleepingcomputer.com/news/security/new-qbot-malware-variant-uses-fake-adobe-installer-popup-for-evasion/",
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                "Sophos X-Ops found new Qbot malware versions since December.",
                "Qbot now hides better and checks for security software, says Sophos.",
                "Sophos updates defenses by studying Qbot's changes."
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            "text": "Burnout among cybersecurity professionals threaten to weaken security shield - It is not just the gullible consumers that are at great risk as the
            "company_name": "Sophos",
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                "Sophos reports burnout among cybersecurity pros leads to breaches and slow incident response.",
                "Cybersecurity staff in India lose 3.6 hours weekly to burnout, says Sophos study.",
                "Sophos finds 25% of Indian firms had breaches tied to cybersecurity burnout."
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            "text": "More than 80% cybersecurity professionals in India suffering from burnout, claims report; and why it is dangerous for companies - Cybersecuri
            "company_name": "Sophos",
            "news_url": "https://timesofindia.indiatimes.com/gadgets-news/more-than-80-cybersecurity-professionals-in-india-suffering-from-burnout-claims-report
            "label": [
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                "Burnout among these professionals has led to security breaches.",
                "Sophos urges better mental health support to prevent burnout-related risks."
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        "title": "Sophos alerts South Africa's hotels to guard against new 'inhospitality' email malware with staff training and tools.",
        "text": "SA hospitality sector a target for new malware campaign - With a market size of more than $1.3bn, the hospitality industry in South Africa refle
        "company_name": "Sophos",
        "news_url": "https://www.zawya.com/en/world/africa/sa-hospitality-sector-a-target-for-new-malware-campaign-fzqi0nzm",
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            "Sophos warns of a new malware targeting South Africa's hospitality sector.",
            "The 'inhospitality' malspam campaign uses advanced social engineering to steal passwords.",
            "Sophos South Africa advises regular staff training and advanced malware tools for defense."
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        "text": "Lattice Semiconductor: Great Asset Priced For Perfection - Peter Hansen/iStock via Getty Images\n\nMy thesis\n\nLattice Semiconductor (NAS
        "company_name": "Lattice",
        "news_url": "https://seekingalpha.com/article/4671251-lattice-semiconductor-great-asset-priced-for-perfection",
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            "Lattice Semiconductor is growing faster than the FPGA market with a focus on low-power chips.",
            "Lattice's new advanced chips could double its market by 2028.",
            "Lattice expects a revenue dip in early 2024 but a rebound later in the year."
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        "text": "Lattice Semiconductor Corporation (NASDAQ:LSCC) Analysts Just Cut Their EPS Forecasts Substantially - The analysts covering Lattice Sem
        "company_name": "Lattice",
        "news_url": "https://finance.yahoo.com/news/lattice-semiconductor-corporation-nasdaq-lscc-125936765.html",
        "label": [
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            "Lattice Semiconductor's sales may drop by 16% in 2024.",
            "Analysts cut Lattice's EPS forecast by 49% for 2024.",

            "Lattice's growth may be slower than its industry's future growth."
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        "text": "Decoding Lattice Semiconductor Corp (LSCC): A Strategic SWOT Insight - Comprehensive SWOT analysis based on Lattice Semiconductor C
        "company_name": "Lattice",
        "news_url": "https://finance.yahoo.com/news/decoding-lattice-semiconductor-corp-lscc-052816178.html",
        "label": [
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            "Lattice Semiconductor focuses on low-power, high-performance tech.",
            "LSCC's sales are strong in Asia but this brings risk.",
            "LSCC can grow by tapping into new global markets."
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        "text": "Lattice Semiconductor Corporation (NASDAQ:LSCC) Q4 2023 Earnings Call Transcript - Lattice Semiconductor Corporation (NASDAQ:LSCC)
        "company_name": "Lattice",
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            "Lattice Semiconductor reported Q4 2023 earnings per share of $0.45, meeting expectations.",
            "Lattice's annual revenue grew by 12% in 2023, marking the third consecutive year of double-digit growth.",
            "Lattice expects revenue in the second half of 2024 to be higher than the first half."
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        "text": "Lattice Semiconductor Reports Fourth Quarter and Full Year 2023 Results - HILLSBORO, Ore.--(BUSINESS WIRE)--Lattice Semiconductor C
        "company_name": "Lattice",
        "news_url": "https://www.businesswire.com/news/home/20240212711016/en/Lattice-Semiconductor-Reports-Fourth-Quarter-and-Full-Year-2023-Res
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        "Lattice Semiconductor's full year 2023 revenue grew by 12% to $737.2 million.",

        "In 2023, Lattice's gross margin expanded by 130 basis points to 69.8% on a GAAP basis.",

        "Lattice repurchased about 900,000 shares in Q4 2023, marking 13 straight quarters of buybacks."

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      "text": "Xero Accounting Software Review and Pricing Plans - Editors Score: 9/10 Xero is our top accounting software for tracking and paying bills sinc

      "company_name": "Xero",

      "news_url": "https://www.businessnewsdaily.com/9527-best-accounting-software-for-mac.html",

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        "Xero is rated highly for bill tracking and payment, with a 9/10 score and features like one-click payments and expense management.",

        "Xero's dashboard helps businesses avoid late fees and maintain good supplier relationships by organizing bill due dates and financial trends.",

        "Xero offers three pricing plans tailored to different business sizes, with the most advanced features available in the Established plan at $70 per mo

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      "id": null,

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      "text": "Top Bookkeeping Services: Find Your Ideal Business Partner - For a company of any size, managing the complexity of financial management

      "company_name": "Xero",

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        "Xero expertise is a key skill for top Fiverr bookkeepers serving small businesses.",

        "Nayeem S, a Certified Xero Advisor, offers comprehensive Xero bookkeeping services.",

        "Bookkeeping services on Fiverr are tailored to work with software like Xero."

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      "text": "Report highlights how Canadian business owners are managing cash-flow challenges - Architect Robert Micacchi (pictured here with colleague

      "company_name": "Xero",

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        "text": "Xendoo Insights is now available on Xero App Store - NEW YORK, Feb. 14, 2024 /PRNewswire/ -- Xendoo , a fintech company specializing in
        "company_name": "Xero",
        "news_url": "https://finance.yahoo.com/news/xendoo-insights-now-available-xero-170000426.html",
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            "Xendoo Insights, a tool for financial clarity, is now on the Xero App Store.",
            "Xero and Xendoo share a goal to help small businesses thrive.",
            "Xendoo Insights on Xero makes finance easy for entrepreneurs."
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        "text": "Samsara Files Complaint Against Motive With Trade Commission - Samsara is a fleet telematics provider. (Samsara)\n\n[Stay on top of transp
        "company_name": "Samsara",
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            "Samsara has accused Motive of patent infringement and has filed a complaint with the U.S. International Trade Commission.",
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        "text": "In age of AI, data connectivity is more important than ever - As a whole, the logistics industry has fully embraced the power of data. Most comp
        "company_name": "Samsara",
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      "Samsara is building a system of record for physical operations to unify data and improve supply chain automation.",
      "Customers using Samsara's platform are saving significant costs, with examples including a carrier saving $500,000 on fuel.",
      "Samsara's open ecosystem has over 260 integration partners, enhancing its platform's capabilities for users."
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    "text": "Toast: A Lot Of Upside Still Ahead - Lock Stock\n\nBack in March 2023, I started Toast (NYSE:TOST) with a \"Buy\" rating, arguing that with or
    "company_name": "Toast",
    "news_url": "https://seekingalpha.com/article/4671299-toast-q4-earnings-lot-of-upside-still-ahead",
    "label": [
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      "Toast's revenue grew 30% to $1.04 billion in Q4, with subscription revenue up 49%.",
      "Toast added over 6,500 new restaurant locations in Q4, now totaling around 106,000.",
      "Toast plans to focus on location growth and upselling, with a target of GAAP profitability in the first half of 2025."
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    "text": "Toast will lay off 10% of its workforce, about 550 employees, as growth slows - A screen displays the company logo for Toast Inc. during the c
    "company_name": "Toast",
    "news_url": "https://www.cnbc.com/2024/02/15/toast-will-reduce-workforce-by-10percent-as-growth-slows.html",
    "label": [
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      "Leadership",
      "Initiatives"
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      "Toast is cutting 10% of its staff, about 550 jobs, to save money.",
      "The company's revenue is up 35% from last year, but growth is slowing.",
      "Toast plans to be profitable by the first half of 2025."
    ],
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    "id": null,

    "company_id": "toastunitedstates",
    "title": "Toast Inc to Expand to 27,000 New Locations with Rising Revenue and Launches Share Buyback.",
    "text": "Toast Inc: Strong Market Position and Growth Trajectory Reinforce Buy Rating - Josh Baer, an analyst from Morgan Stanley, maintained the B
    "company_name": "Toast",
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    "label": [
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      "Toast Inc is expected to add over 27,000 new locations in 2024, showing strong growth.",
      "The company's Q4 revenue and Gross Payment Volume grew year-over-year.",
      "Toast Inc started a share repurchase program, showing a solid financial position."
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    "title": "\"Toast Slashes Jobs, Eyes Profit by 2025 Despite Losses.\"",
    "text": "Toast lays off 550 employees in restructuring - The layoffs affected about 10% of Toast's workforce. | Photo courtesy of Toast\n\nRestaurant te
    "company_name": "Toast",
    "news_url": "https://www.restaurantbusinessonline.com/technology/toast-lays-550-employees-restructuring",
    "label": [
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    "insights": [
      "Toast cut 10% of its staff to reduce costs.",
      "The company's revenue grew but it had a net loss last year.",
      "Toast aims to be profitable by the first half of 2025."
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    "id": null,
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    "title": "\"Udemy Stock Plummets Due to Revenue Shortfall and Plans to Reduce Instructor Pay.\"",
    "text": "Why Udemy (UDMY) Shares Are Trading Lower Today - Why Udemy (UDMY) Shares Are Trading Lower Today\n\nWhat Happened:\n\nShare
    "company_name": "Udemy",
    "news_url": "https://finance.yahoo.com/news/why-udemy-udmy-shares-trading-180156378.html",
    "label": [
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      "Udemy's stock fell 22.1% after a report showed lower than expected annual recurring revenue.",
      "The company's yearly and next quarter revenue guidance did not meet analyst predictions.",
      "Udemy plans to cut the share of subscription revenue paid to instructors, starting at 20% in 2024."
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      "text": "Udemy, Inc. (NASDAQ:UDMY) Q4 2023 Earnings Call Transcript - Udemy, Inc. (NASDAQ:UDMY) Q4 2023 Earnings Call Transcript February
      "company_name": "Udemy",
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          "Udemy's revenue grew by 16% in 2023, with Udemy Business seeing a 34% increase.",
          "Udemy reported its first full year of positive adjusted EBITDA, beating their own projections.",
          "Udemy plans to focus on AI and skills development to meet growing global demand."
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      "company_id": "udemyunitedstates",
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      "text": "Udemy Reports Fourth Quarter and Full Year 2023 Results - Udemy Business full-year 2023 revenue grew 34% year-over-year, driven by the
      "company_name": "Udemy",
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      "label": [
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          "Udemy Business revenue grew 34% in 2023 due to a shift to skills-based economy and AI skills demand.",
          "Udemy added 10 million learners and over 1,800 Enterprise customers in 2023.",
          "Udemy's Board approved a share buyback program worth up to $100 million."
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      "title": "\"Paycor's Stock Soars with 20% Revenue Growth and Big Customer Wins, Poised to Outdo FY24 Targets.\"",
      "text": "Paycor: Initiate Buy Rating On Demand Recovery And Possible Guidance Beat - AzmanL\n\nInvestment summary\n\nBased on my model, I se
      "company_name": "Paycor",
      "news_url": "https://seekingalpha.com/article/4670644-paycor-hcm-initiate-buy-rating-on-demand-recovery-and-possible-guidance-beat",
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      "insights": [

        "Paycor's stock has a 28% upside with expected demand recovery and potential to exceed FY24 guidance.",

        "Paycor's recent quarter revenue grew 20%, surpassing expectations and showing strong recurring revenue growth.",

        "Despite market challenges, Paycor is successfully gaining more large customers and may beat conservative revenue guidance."

      ],

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      "text": "Paycor HCM Inc PYCR - We maintain our $26 fair value estimate for no-moat Paycor following sound second-quarter fiscal 2024 results that fe

      "company_name": "Paycor",

      "news_url": "https://www.morningstar.com/stocks/xnas/pycr/quote",

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        "Initiatives"

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        "Paycor's Q2 fiscal 2024 results were strong but did not beat all forecasts.",

        "Paycor is seen as undervalued but faces tough competition in its market.",

        "Paycor could replace smaller providers with its comprehensive products."

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      "title": "\"Slack's AI bot speeds up search, saves time, and ensures privacy.\"",

      "text": "Slack's new AI search function will dig out the important bits from your chat history - Serving the tech enthusiast community for over 25 years.T

      "company_name": "Slack",

      "news_url": "https://www.techspot.com/news/101897-slack-new-ai-search-function-dig-out-important.html",

      "label": [

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        "Slack's new AI search bot helps find key details in messages.",

        "The AI tool summarizes chats and saves users 97 minutes a week.",

        "Slack's AI runs on its own servers, keeping chats private."

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      "text": "Slack Rolls Out Generative AI Search and Summarization - Slack announced in September 2023 its intent to add generative AI features, and t

      "company_name": "Slack",

      "news_url": "https://www.techrepublic.com/article/slack-generative-ai-search/",

      "label": [
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        "Slack introduced AI to make work chats shorter and searches smarter.",
        "Soon, Slack will sum up many channels and work with Salesforce AI.",
        "Slack's AI is for paying customers in English, with more languages to come."
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      "text": "Major companies are reportedly using this AI tool to track Slack and Teams messages from more than 3 million employees. Privacy experts are
      "company_name": "Slack",
      "news_url": "https://www.businessinsider.com/major-companies-using-ai-to-track-slack-messages-2024-2",
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        "Slack messages are being monitored by AI for corporate violations.",
        "Over 3 million employees' Slack and Teams messages are tracked by Aware's AI.",
        "Aware's AI can flag Slack messages for extreme risks like harassment."
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      "title": "Qualtrics Teams Up with Manchester City for Fan Feedback and Stadium Growth Plans.",
      "text": "Manchester City renews Experience Management Software partner with Qualtrics - Manchester City Football Club has extended its existing pa
      "company_name": "Qualtrics",
      "news_url": "https://www.enterprisetimes.co.uk/2024/02/19/manchester-city-renews-experience-management-software-partner-with-qualtrics/",
      "label": [
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        "Qualtrics renews its partnership with Manchester City to improve fan experiences.",
        "The club uses Qualtrics to listen to fans and make quick changes.",
        "Qualtrics helps Man City plan a big stadium expansion."
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      "title": "Qualtrics Study: Poor Service Costs $3.7T Globally, AI Aids but Human Touch Vital.",

        "text": "New research shows bad customer service threatens $3.7 trillion annually. Can AI help? - A customer service office at the Salt Lake City Interr
        "company_name": "Qualtrics",
        "news_url": "https://www.ksl.com/article/50876908/new-research-shows-bad-customer-service-threatens-37-trillion-annually-can-ai-help",
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          "Qualtrics research finds bad customer service costs the world $3.7 trillion a year.",
          "Customers often stop buying after bad service, says Qualtrics study.",
          "Qualtrics suggests AI can help but humans still needed for complex issues."
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        "text": "Customer experience is getting better, but Aussie tempers are getting shorter - Businesses could face losing billions for bad customer service,
        "company_name": "Qualtrics",
        "news_url": "https://www.thenewdaily.com.au/finance/2024/02/14/customer-experience-consumer",
        "label": [
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          "Qualtrics research shows bad customer experiences in Australia dropped from 20% to 10% in a year.",
          "Australians cutting spending after bad service could cost businesses $74 billion, Qualtrics says.",
          "Qualtrics aids government agencies in Australia to focus on customer value and transparency."
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        "text": "Aspire Software Enhances Capabilities with ServiceTitan Marketing Pro Integration - New automated marketing tool empowers contractors to r
        "company_name": "ServiceTitan",
        "news_url": "https://finance.yahoo.com/news/aspire-software-enhances-capabilities-servicetitan-140000573.html",
        "label": [
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          "ServiceTitan's Marketing Pro tool is now integrated with Aspire Software, aiming to boost contractor business with more calls and jobs.",
          "ServiceTitan has invested in Aspire to help contractors in landscaping and cleaning industries succeed.",
          "Marketing Pro by ServiceTitan allows for targeted customer outreach and campaign ROI tracking."
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    "title": "ServiceTitan's Aspire Software Boosts Contractor Growth with Marketing Pro Integration.",

    "text": "Aspire Software Integrates with ServiceTitan Marketing Pro - Aspire Software, a ServiceTitan company, has integrated its platform with Service

    "company_name": "ServiceTitan",

    "news_url": "https://talkcmo.com/quick-bytes/aspire-software-integrates-with-servicetitan-marketing-pro/",

    "label": [

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    "insights": [

        "ServiceTitan's Aspire Software now integrates with Marketing Pro, aiding contractors in marketing automation.",

        "The integration targets landscape and commercial cleaning industries, aiming to boost business growth.",

        "ServiceTitan's investment enhances contractor access to marketing tools for better audience targeting."

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    "title": "\"ServiceTitan Boosts Aspire Software and Launches Marketing Pro for Contractors to Gain More Business.\"",

    "text": "Aspire Software Enhances Capabilities with ServiceTitan Marketing Pro Integration - New automated marketing tool empowers contractors to r

    "company_name": "ServiceTitan",

    "news_url": "https://www.morningstar.com/news/pr-newswire/20240214da36364/aspire-software-enhances-capabilities-with-servicetitan-marketing-pro

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        "ServiceTitan has improved Aspire's software for landscapers and cleaners.",

        "ServiceTitan's Marketing Pro helps contractors get more work and spend.",

        "The new tool lets contractors target ads and manage reviews better."

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    "id": null,

    "company_id": "trellixunitedstates",

    "title": "\"Trellix Hosts D.C. Summit to Strengthen Cyber Defense Against Ransomware Using AI and Zero Trust.\"",

    "text": "Trellix to host Public Sector Cybersecurity Summit - SAN JOSE, Calif. -- Trellix, the cybersecurity company delivering the future of extended de

    "company_name": "Trellix",

    "news_url": "https://www.securityinfowatch.com/cybersecurity/press-release/53096625/trellix-trellix-to-host-public-sector-cybersecurity-summit",

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        "Trellix will hold a Cybersecurity Summit in D.C. to boost cyber defense.",

        "The summit by Trellix will share ways to fight cyber threats like ransomware.",

        "Trellix's event will teach about AI and zero trust in public sector security."

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          "text": "Trellix to Host AI and Cybersecurity Virtual Summit - Trellix to Host AI and Cybersecurity Virtual Summit\n\nSAN JOSE, Calif., Feb. 16, 2024 \u
          "company_name": "Trellix",
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            "Trellix is hosting an AI and Cybersecurity Virtual Summit to teach security leaders how to use AI against cyber threats.",
            "The summit by Trellix will cover AI risks in cybersecurity and how to use AI for better defense.",
            "Trellix's AI-powered XDR platform will be demoed to show how it speeds up response to cyber incidents."
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          "text": "Zehntech Technologies Expands Odoo Integration Services For Seamless Cross-Platform Solutions - (MENAFN- ForPressRelease) Zehntech
          "company_name": "Odoo",
          "news_url": "https://menafn.com/1107854642/Zehntech-Technologies-Expands-Odoo-Integration-Services-For-Seamless-Cross-Platform-Solutions",
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            "Initiatives"
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            "Odoo's ERP platform is now more connected thanks to Zehntech's new services.",
            "Zehntech's Odoo services offer custom integration and automated efficiency.",
            "With Zehntech, Odoo can scale and improve without disrupting current systems."
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