Product-Led

Company Success

Driven by how well the product performs.

Domain

Most common among software-as-a-service (SaaS) companies.

Entry Point

The product is the entry point of customers.

Most Valuable Player

All departments play equally-important roles towards driving growth.

Sales-Led

Company Success

Driven by how well the sales team performs.

Domain

Most common among service-based and B2B companies.

Entry Point

The sales team is the entry point of customers.

Most Valuable Player

The sales team plays the most crucial role towards driving growth.

Mambo.IO

Business Solutions On Demand How To Transform From A Product Led To A Service Led Company

Marcel A. Müller

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