

Gary Garth

Entrepreneur, Sales And Marketing Expert, Author.





Who is Gary?

Gary has an inspiring story to tell of interest to startup founders, sales leaders and marketing execs.

Gary is the Founder and CEO of Great Dane Ventures, The Accelerator Platform and Elev8 Media. Author of 'The Zero to 100 Million Sales Blueprint' book and 'The Goals, Grit & Greatness' planner.

He also leverages his resources as a sales leader and angel investor, helping high-potential startups go-to-market, scale, and become profitable via 360 degrees sales and marketing support, incubator programs, advisory services and proprietary technology, engineered with the purpose of empowering entrepreneurs.

He has been featured in Inc., Forbes, Success, and many other prominent publications. A serial entrepreneur since 2002, Gary has started and successfully exited six companies, including large outbound sales call centers, radio advertising networks, and an award-winning, eight-figure digital marketing agency.

Born in Denmark, Gary now lives in Medellín, Colombia.

Let's Go Back in Time

2000

Entrepreneur At Age 20

2003

Outbound Sales And Becoming A Millionaire

2006

Radio Advertising And Media Programs

2011

Relocating Overseas To Embark On New Opportunities

2014

Becoming The 22nd Google Premier Partner In The USA

2014 - 2017

Inc. 5,000 Fastest Growing Company 4 Years In A Row

2017

Founding The First Ever End-To-End White Label PPC Reseller Program

2021 - 2023

Angel Investing, Relocating To Medellin And Launched 5 Initiatives



25-årig millionær – og vild med Bang & Olufsen



Top 10 Fastest-Growing Companies in Miami



Great Dane Ventures is an angel investment and accelerator firm that helps startups with 100x potential go to market, scale and become profitable via 360 degrees marketing & sales support, incubator programs, advisory services and proprietary technology, engineered with the purpose of empowering entrepreneurs.

Not Your Regular Angel Investment Company

Under the umbrella of Great Dane Ventures, we operate a group of business entities that collectively act as a single suite of tools and resources for both entrepreneurs, investors and executives.

Personal Development

Through our 'Goals, Grit and Greatness' (GGG) brand we offer coaching solutions for entrepreneurs together with our GGG Planner and the GGG podcast where we interview thought-leaders in related domains.

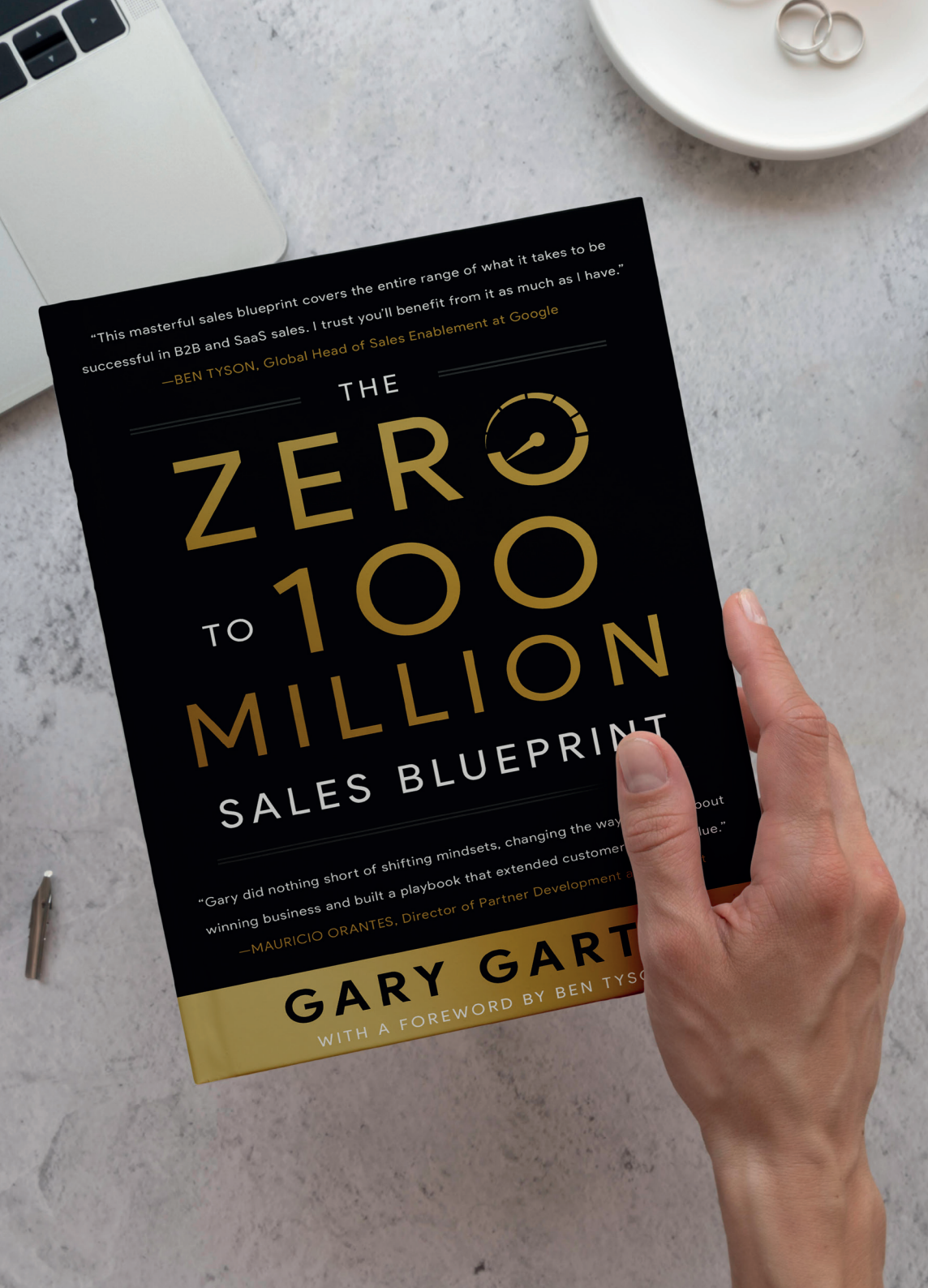
Strategic Resources

Originating from our book 'The Zero to 100 Million Sales Blueprint', we have compiled a series of resources and templates to help entrepreneurs and sales leaders boost business growth through revenue optimization.

Entrepreneur Playbooks

With our Accelerator Platform™ brand, we offer entrepreneurs an end-to-end playbook and coaching to help them go from day 1 to IPO, with guides, templates and educational content.





The Zero to 100 Million Sales Blueprint

Published in January 2023 and already labeled “The Sales Bible” by early readers, it paves the way for you to construct a predictable, profit-oriented sales process to propel your company to unprecedented growth.

Gary shares practical, cutting-edge recommendations perfected from working with tech giants such as Google and Microsoft.

“I’ve compiled 20+ years of hard-won business learnings and sales lessons, forged together with former stellar employees, into one comprehensive Sales Blueprint. My goal is to help people to become highly successful by focusing on an often overlooked area of company performance. The Zero to 100 Million Sales Blueprint™ is full of end-to-end practical tangible concepts that you can apply to your business tomorrow for revenue optimization, increased profitability and scale.”

Gary Garth

Author, *The Zero to 100 Million Sales Blueprint*

Testimonials

"Gary was one of the strongest sales leaders I worked with when I ran Google's reseller business in the Americas. He built an amazing sales culture and high growth business from scratch. His teams were always highly engaged, motivated and constantly challenging themselves to be the best they possibly could. He combined this sales leadership with operational excellence, using technology and automation well to help scale his business."



Ben Wood
Managing Director App Dev EMEA Google

"If you're a smart reader looking to uncover invaluable lessons from the outbound B2B and SaaS sales trenches, look no further. Gary's book is literally a comprehensive sales bible. Startup founders, sales leaders and marketing executives will all find highly relatable stories, strategy insights and plenty of proven best practices, plus techstack recommendations they can immediately apply as they lay the foundations to successfully scale growth. Gary's done it all. This is advice you can trust."



Marcus Sheridan
Ranked #1 LinkedIn Voices for Entrepreneurship, Author of They Ask, You Answer

"It is with a strong sense of pride that I can say I have worked with such a talent as Gary Garth. For many years, I have had the opportunity to learn from Gary and consider myself incredibly fortunate. His performance is exceptional and I believe it is because he has his pulse on every part of the business. Gary's management style is extremely accessible and he is a very hands-on administrator. After working with 100's of CEO's it is evident that Gary has all of the traits you would need in a CEO. Everyone that has worked closely with Gary has nothing but respect and admiration for him. It is no surprise to see the success that White Shark Media has had with Gary leading the charge. I feel blessed to have had the opportunity to have a mentor like Gary."



Ben Tyson
Global Head of Sales Enablement at Google

"As a partner with Microsoft Advertising, Gary helped put a region on the map. He did nothing short of shifting mindsets. He was key in marrying a near-shore business model and offering best-in-class digital marketing services. His determination and passion changed the way we think about winning business. He didn't just win new business; he built a playbook that extended customer lifetime value. Gary is the type of person who knows how to find opportunity, attract the right people, and win partnerships for the long haul."



Mauricio Orantes
Director of Partner Development, Americas at Microsoft

"Gary has a successful track record of building profitable B2B and SaaS sales driven companies from scratch. His Sales Blueprint is a must-read for the steps it takes to accelerate your company's growth with proven strategies and recommendations with a customer driven mindset that you can only find from an industry vet like Gary."



Samir Janveja
Head of Channel Sales, Amazon

"I've been nothing but impressed by Gary's leadership. Ambitious, engaging and importantly, humble, it has been a pleasure to collaborate with Gary and see his agency grow. I am a fan, and recommend him highly."



Bickey Russell
Startups & VC Partnerships, APAC, Stripe

"It's been a year since I've started working with Gary and with his leadership team and it's been a great experience for me. WSM is a company that is worth to know due to how they manage their business and how they've built a diverse and vibrant culture. All of this is reflected on our mutual customers satisfaction. Most of this can be attributed to Gary's grounded and open leadership style. I look forward to continue partnering with him taking WSM to the next level."



Mariano Medina Walker
Regional VP, Latin America, Microsoft

"When you have opportunities to surround yourself with people that are driven, motivated, and extremely passionate about personal and professional development, you seize them immediately and never look back. I've had the distinct pleasure of working alongside Gary in my capacity as a Sales Enablement Manager at Google over the past nine months. Gary has a fantastic entrepreneurial and sales spirit, often looking at ways to improve operational efficiency at scale with technology and building great teams from within. I look forward to working closely with Gary to help him take his business to the next level in 2017 and beyond, and I'm incredibly fortunate to have crossed paths with him in my role!"



Kevin Lao
Sales Manager, LinkedIn Marketing Solutions

"I had the pleasure of working with Gary and the WSM team at Google. Gary is a very intelligent, relentless and charismatic leader who shows no signs of slowing down. Gary is passionate about what he does and inspires his teams to achieve their goals and be successful. During my time there, WSM was very eager to align with Google and this came across in their sales, marketing and hiring activities. They were experiencing explosive growth and collaborated with us on several successful initiatives. Gary is an ambitious and creative entrepreneur, and I would welcome the opportunity to work with him again"



Anita Avram
Customer Success at Paxos

