



# Greenhouse lead share process

Welcome to the Greenhouse partner ecosystem. We're excited that you've completed your integration and are interested in participating in lead share to enhance your partnership with Greenhouse.

We're proud to integrate with best-in-class partners, and we want to connect our customers and prospects with the solutions that meet their talent acquisition needs. One of the ways we do this is through the Greenhouse partner referral program!

## By joining the referral program, you receive the following benefits:

- Demo requests directly from Greenhouse customers and prospects
- Brand exposure within the Greenhouse marketplace
- Revenue share for any closed leads sent to Greenhouse

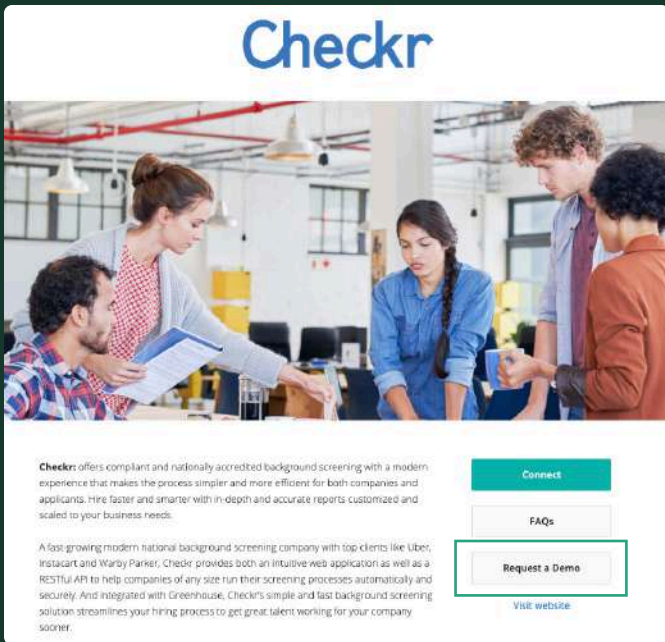
## How does the referral process work?

We send referrals to you through a couple of different channels.

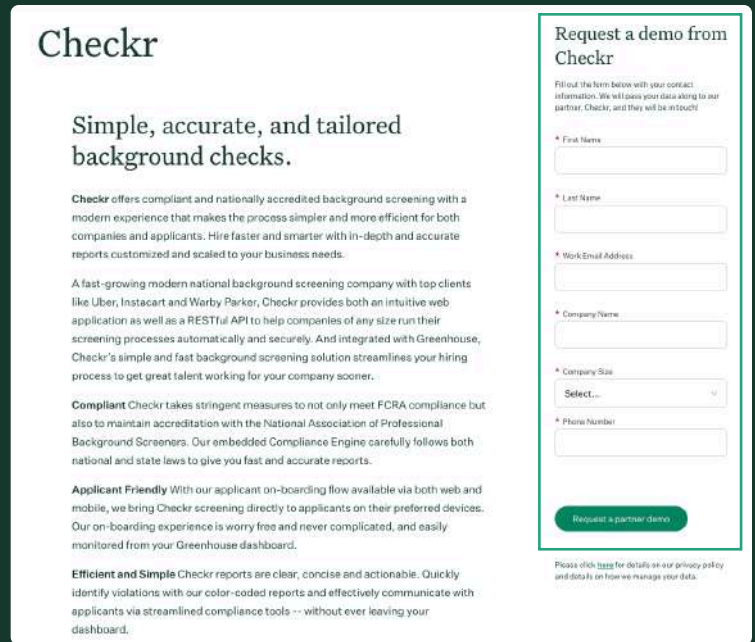
Our sales and customer support teams make direct introductions between customers and partners.

Customers and prospects request demos directly from partners' listings via our public marketing page and within the Greenhouse application.





Customer view within the app



Customer view on [greenhouse.io/integrations](https://greenhouse.io/integrations)

## How do I participate?

### Complete the steps to integrate

You'll be able to receive demo requests once all the steps to integrate are completed and you are ready to go live in the partner ecosystem.

### Sign the referral agreements

Complete the bolded fields of the standard referral agreement and submit to your a partnership team contact, confirming the authorized signatory's contact information. We will send the document via DocuSign for signature.

### Confirm the best email contact to receive potential leads

This can be a direct contact or an email alias. All demo requests will be sent directly to this email address.

### Participate in ongoing quarterly reporting

All outbound and inbound leads are tracked by the Greenhouse team. Once a quarter ends, we will start the follow-up process on any leads sent to you.



## Demo request lead process

1. A request for a demo with the lead's email address, name and organization is sent to the partner's confirmed recipient.
2. Partner responds to the demo request email confirming receipt of the lead – please confirm within one week of receiving the lead.
3. Partner reaches out to lead to give them more information and set up a demo.
4. Greenhouse tracks all leads internally.
5. Greenhouse will reach out to partners on a quarterly cadence to follow up on the status of each lead and begin collections process.

## Submitting leads to Greenhouse

Do you have a customer or prospect that you think would be a good fit for the Greenhouse product?

Submit the following information to [partners@greenhouse.io](mailto:partners@greenhouse.io) and we will connect you with a sales team member for a warm introduction:

- Company name
- Company URL
- Number of full-time employees

Thanks for being a valued member of the Greenhouse partner community! If you have any questions, please reach out to [partners@greenhouse.io](mailto:partners@greenhouse.io).

