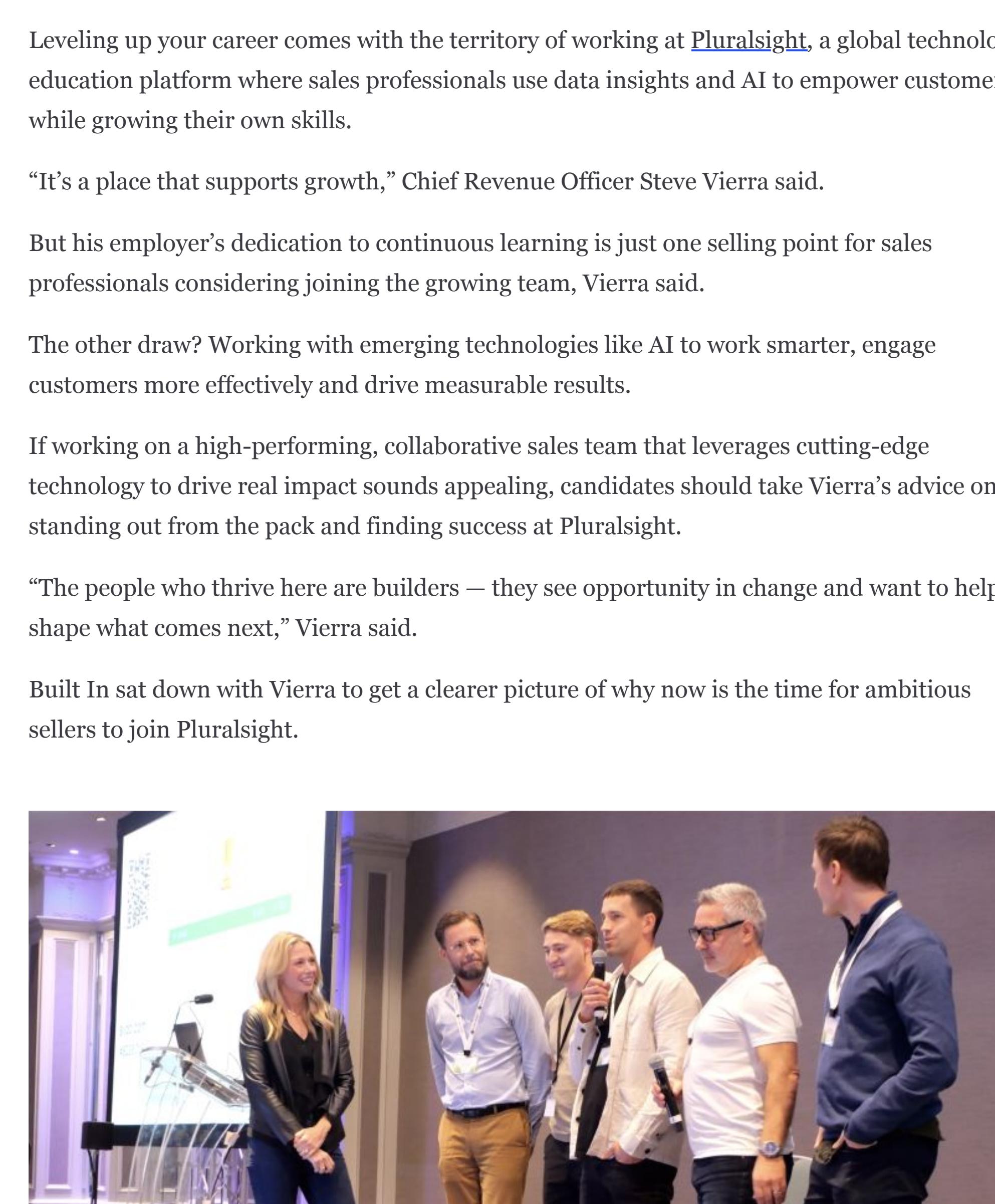


Grow Your Tech Sales Career on Pluralsight's AI-Driven Team

The Pluralsight sales team uses AI, data insights and coaching to help customers succeed – and advance their own careers along the way.

Written by [Taylor Rose](#)
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Credit: Pluralsight

REVIEWED BY
Justine Sullivan | Nov 10, 2025

Summary: At Pluralsight, sales professionals help organizations transform their workforces through data-driven learning and AI-powered insights – all while advancing their own careers. The team's focus on continuous learning, collaboration and measurable impact enables sellers to build skills, strengthen customer partnerships and shape the future of tech education.

Leveling up your career comes with the territory of working at [Pluralsight](#), a global technology education platform where sales professionals use data insights and AI to empower customers while growing their own skills.

“It’s a place that supports growth,” Chief Revenue Officer Steve Vierra said.

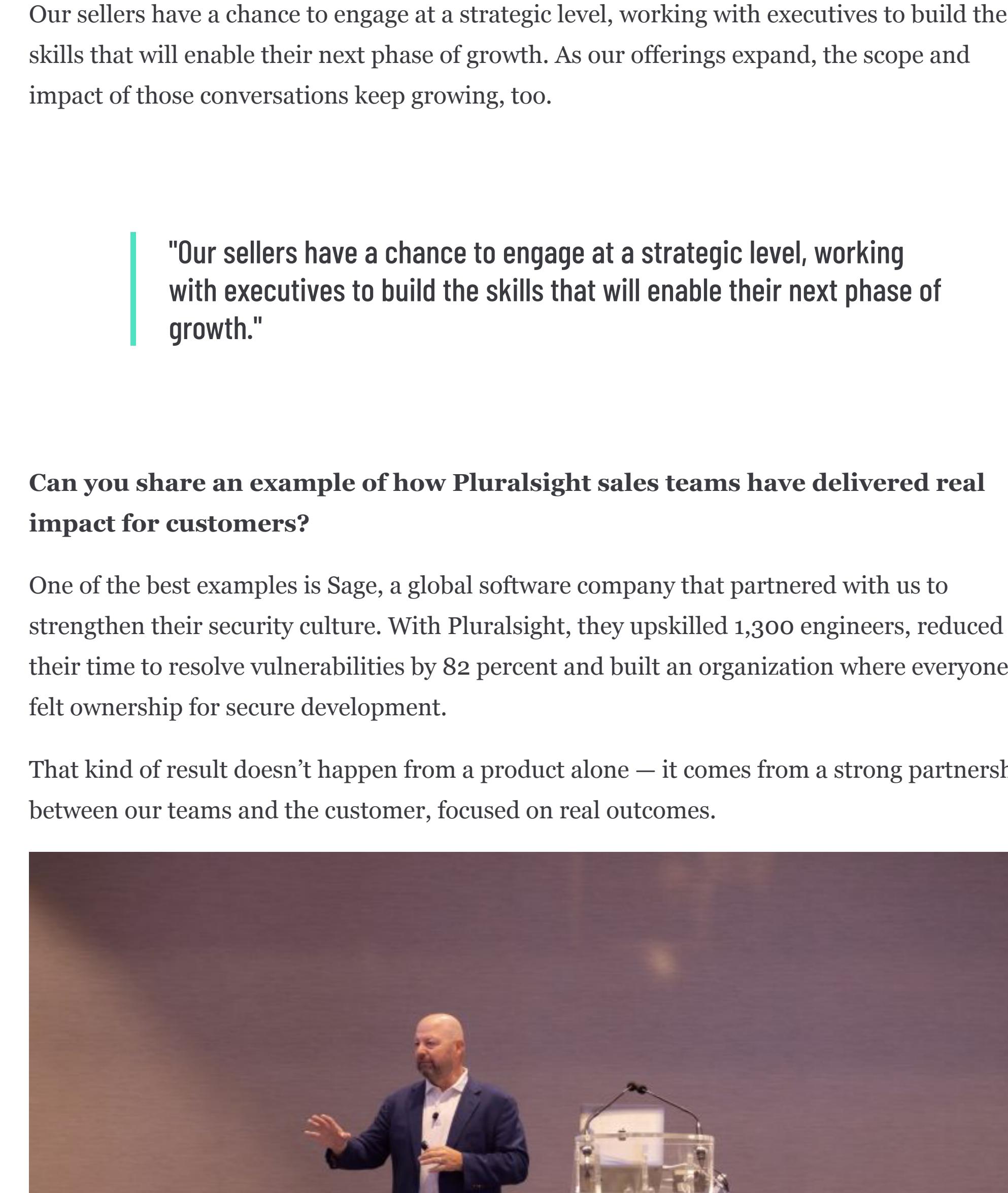
But his employer’s dedication to continuous learning is just one selling point for sales professionals considering joining the growing team, Vierra said.

The other draw? Working with emerging technologies like AI to work smarter, engage customers more effectively and drive measurable results.

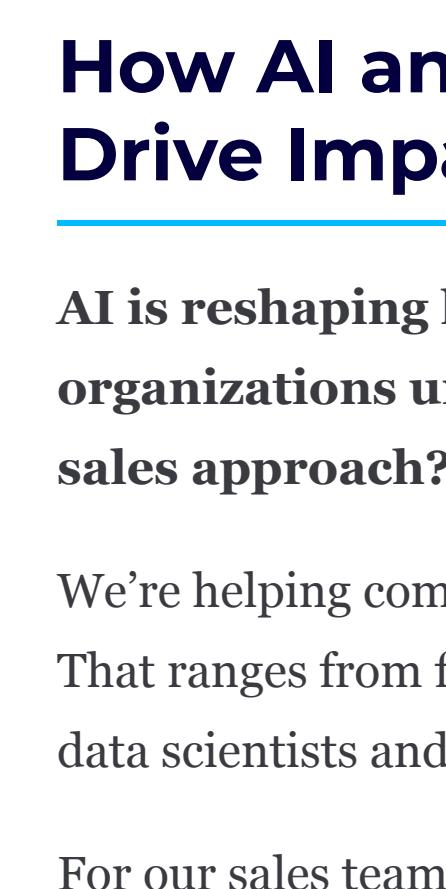
If working on a high-performing, collaborative sales team that leverages cutting-edge technology to drive real impact sounds appealing, candidates should take Vierra’s advice on standing out from the pack and finding success at Pluralsight.

“The people who thrive here are builders – they see opportunity in change and want to help shape what comes next,” Vierra said.

Built In sat down with Vierra to get a clearer picture of why now is the time for ambitious sellers to join Pluralsight.



How Pluralsight's Sales Team Accelerates Growth and Skill Development



Steve Vierra
Chief Revenue Officer • [Pluralsight](#)

What makes Pluralsight a unique place for sales professionals to do the best work of their careers?

Pluralsight is a place where sales professionals can have real impact.

You’re not just selling software; you’re helping organizations transform their workforce and stay competitive in a fast-changing market.

It’s a place that supports growth. You’ll be surrounded by people who take their craft seriously, who collaborate and who want to get better every day. It’s challenging work, but it’s the kind of challenge that sharpens you and gives you opportunities to stretch and lead.

About Pluralsight

An online technology skills platform, [Pluralsight](#) helps professionals level-up in areas like software development, AI, cloud computing and cybersecurity.

What Makes Pluralsight's Learning Platform Different?

What makes selling Pluralsight's platform different from other tech solutions and what kind of impact does it allow your teams to have with customers?

Selling Pluralsight is about helping customers build capability, not just buy content. Our platform combines data that reveals skills capabilities with expert-led learning experiences to close skill gaps and accelerate transformation.

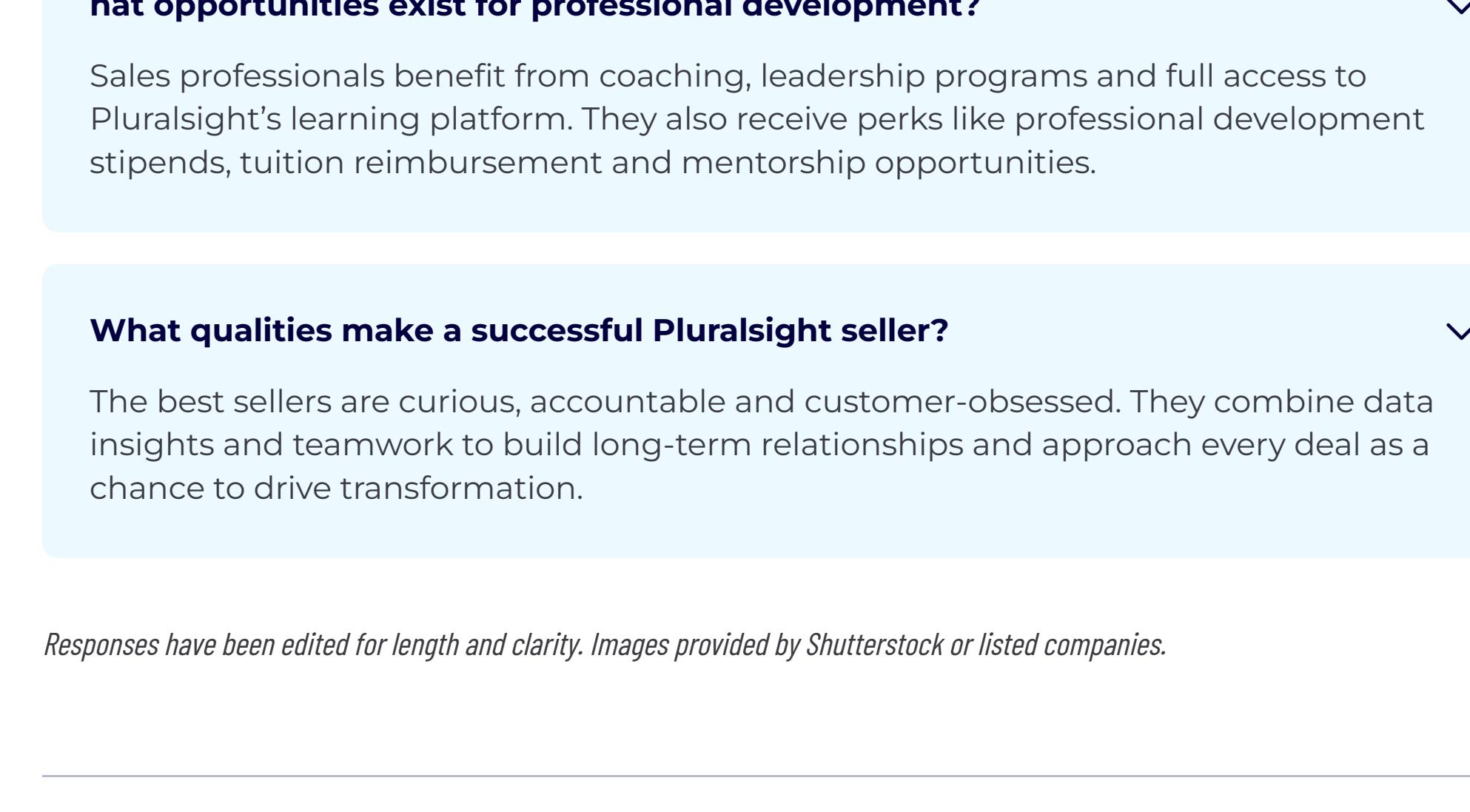
A great example is BMO, one of North America’s largest banks. They used Pluralsight to upskill teams across finance, risk and technology, helping them move faster in the cloud and make smarter decisions through structured learning paths. They saw a 202 percent increase in technologists attaining expert-level skills and significantly reduced recruiting costs by developing internal talent. That’s what measurable impact looks like.

“Our sellers have a chance to engage at a strategic level, working with executives to build the skills that will enable their next phase of growth.”

Can you share an example of how Pluralsight sales teams have delivered real impact for customers?

One of the best examples is Sage, a global software company that partnered with us to strengthen their security culture. With Pluralsight, they upskilled 1,300 engineers, reduced their time to resolve vulnerabilities by 82 percent and built an organization where everyone felt ownership for secure development.

That kind of result doesn’t happen from a product alone – it comes from a strong partnership between our teams and the customer, focused on real outcomes.



Credit: Pluralsight

How AI and Data Help Pluralsight Sellers Excel and Drive Impact

AI is reshaping how people work and learn. How is Pluralsight helping organizations approach this?

We’re helping companies build the AI fluency they need across every level of the organization.

We’re helping companies build the AI fluency they need across every level of the organization.

That ranges from foundational AI for business leaders to deep technical skills for data scientists and engineers.

For our sales teams, that means approaching AI as a capability, not just a technology.

We’re helping customers think about how to prepare their workforce to use AI responsibly and effectively, which makes the conversation more strategic and valuable.

How are you using AI within the sales organization itself to improve performance, insights, or efficiency? How do you encourage your sellers to use AI?

We’ve embedded AI throughout our sales motion. Our teams use tools like Gemini and Hyperbound for AI role-planning and onboarding, and Gong for AI-driven conversation and deal coaching.

The goal isn’t to automate selling but to make our people more effective. We encourage sellers to prepare faster, tailor better and stay focused on customers.

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How does a successful Pluralsight seller use innovative tools and strategies day-to-day and how does the team collaborate to drive results?

Our best sellers use data, technology and teamwork to stay close to their customers. They use insights from tools like Gemini, Hyperbound and Gong to help people, refine AI models and collaborate with customers to drive results.

The common thread is curiosity and preparation. Collaboration and consistency drive results here more than anything else.

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