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**Kim Austin – 2020 20 Under 40 Honoree**

Business Development Manager,  
Intuit, Inc.

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People in Accounting, and has been selected by CRN Magazine as a Woman of the Channel eight years in a row. She's a repeat Intuit Top Performer achieving CEO Sales Club multiple years.

### **Favorite books/websites/podcasts/speakers:**

- My early career was heavily influenced by Ron Baker/ Ed Kless (attending Firm of the Future events and listening to the Soul of Enterprise podcast) – solidifying my stance on value vs. billing, and being a trusted advisor to my firms.
- The past year as I've stepped up to help build a team of newer BDMs at Intuit, I've taken a lot of inspiration from various Kobe Bryant interviews on how to elicit greatness from others, helping them achieve their maximum potential.

[See all of the 2020 "40 Under 40" honorees.](#)

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