

# Jim Pancero

## Sales & Sales Leadership



Award-Winning Keynote Speaker, Thought Leader, and Sales Expert

*#1 Sales expert to gaining a competitive advantage in today's hyper-competitive reality*

**Helping increase your competitive selling advantage.**

If you are excited, motivated, and ready to improve your sales team's success, then Jim has the leading-edge solutions to increase your competitive advantage. Jim's combination of humor, larger-than-life personality, outstanding research and real-world examples provide even experienced pros and their leaders who think they've heard it all with strategies and concepts that work! Your sales team will be charged up and ready to go.....and your customers will reap the rewards.

**Jim Pancero** has been a successful sales and sales leadership speaker, trainer and consultant for over 40 years, helping distributors and capital equipment manufacturers increase their competitive advantage as well as strengthen their sales leadership skills. Jim is one of the highest rated faculty members for over fifteen years at the University of Innovative Distribution. He has in the National Speakers Hall of Fame and has earned their Certified Speaking Professional designation (CSP).

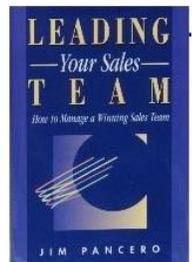
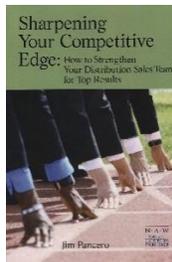
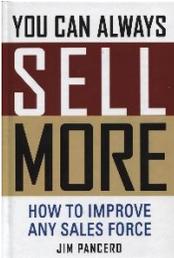
### Audience Take-Away's

- Learn how to deliver a stronger message of competitive value and uniqueness
- Learn how to gain more selling control and confidence
- Learn steps of the multiple-stepped selling processes
- Dramatically strengthen your sales leadership skills

### Program Reviews

*"We soaked in your direction, were inspired by your insights, and excited with the positive energy you created in the room."* **Chris Perrotte, SEFA**

*"Jim has a unique ability to visualize any sales situation on both a macro & micro level."* **Steve Ambrose, GCC**



### Most Popular Speaking Topics (In-person & Virtual)

***"You can always sell more...even during today's hyper-competitive realities"***

Today's buyers are redefining what they want and value from suppliers. Tougher times requires tougher selling skills. Buyers are harder to reach, less loyal & more price sensitive. In this program you will learn how to strengthen your message of value and uniqueness as well as learn how to adjust your selling efforts to increase both your sales and profitability!

***"Becoming a stronger sales leader by increasing your coaching and people skills"***

Today's managers need to be persuasive motivators and effective strategists. You'll learn how to motivate people as well as the difference between coaching & consulting. You'll also learn how you can effectively coach and lead your team's multiple-stepped selling processes so your reps think, plan, and sell more moves ahead than your competitors.

***"Want to learn more about my sales & sales leadership ideas and processes?"***

My programs center on improving your team's ability to communicate a stronger message of value and uniqueness, gain more control of your multiple-stepped selling processes, and increased sales coaching. You can learn more about my ideas by reviewing some of my over 500 videos currently posted on YouTube ([www.YouTube.com/JimPancero](http://www.YouTube.com/JimPancero)).

***"We know your sales team members are good, are they ready to get even better?"***

For booking information, please contact Conversion-omics – [more@conversion-omics.com](mailto:more@conversion-omics.com) – 612-803-4512