



STEPHEN STEERS

CEO | ENTREPRENEUR | SPEAKER

Google Stacklist

EO
Entrepreneurs'
Organization

betaworks

INNOGATE | INTERNATIONAL
ACCELERATOR

wework labs



HEC
PARIS

Microsoft
for Startups



BEL
CHAM

OK
Thess

PLUGANDPLAY



MicroConf



HULT
INTERNATIONAL
BUSINESS SCHOOL

Business
of Software



Latino
Business Action
Network

My Story

Hi I'm Stephen!

They don't teach you sales in school. They don't teach you how to be confident. They don't teach you how to be out in the world and how to make a way for yourself. But that's what I'm here for.

I love to see the lights go on in my clients' eyes when they realize they can do this. They can change their lives. They can turn their unique vision into lasting financial success.

I've consulted, advised and led workshops for more than 1000 companies from over 35 countries. I've helped clients generate millions of dollars in revenue. And I've learned that, sure: the skills I teach bring financial success. But they can also have a positive impact on every other aspect of your life.

So, I'm here to change the game. I'm here to make sales compelling, interesting and even fun. And I'm here to listen to you, to empower you and give you the confidence you need to win.

Forget everything you think you know about salespeople. Effective sales is about listening, learning, and connecting through stories. **Stories close the sale, never the conversation.**

Author: Superpower Storytelling

I am fluent in English, Spanish, and Portuguese

Education

Wake Forest University

Degree: Media Studies,
Minor in Journalism



Expertise

- Social Selling
- Marketing for Sales
- Remote Work Best Practices For Managers & Employees
- Storytelling for Leadership

Mentor to Domestic and International Startups



& etc.

I have a 2+ Hour morning routine that includes: meditation, writing, reading and exercise.



Speaking Topics and Workshops

All topics are available as 1 hour keynotes, half-day or full-day workshops.

The 4 Questions to Ask Before You Tell a Story That Sells

Standing out in your market is key to scaling sales, and storytelling is the secret weapon. In this session, Stephen will reveal four essential questions to craft a compelling story, three powerful story types you already have, and how to use them strategically to attract, engage, and convert customers instantly.

Time Traveling in Sales: Cracking the Code in B2B Sales using The OCGC Model

Struggling with low conversions and long sales cycles? The discovery call is the key to closing deals faster. Drawing from work with 1000+ companies, I'll share the O.C.G.C. Model, revealing how to build trust, uncover pain points fast, and streamline sales for higher close rates and accelerated growth.

The Revenue Multiplier: Simple Upsell Strategies to Add 6 Figures in 60 Days

Most businesses leave money on the table by not upselling effectively. This keynote reveals how to unlock six figures in 60 days by creating irresistible offers, using storytelling to sell naturally, and asking better questions to uncover hidden opportunities. Attendees will leave with a proven upsell strategy for rapid revenue growth.

Additional workshops available on request.

What Clients Are Saying:



Stephen's talent for simplifying complex concepts and delivering them with wit kept our audience engaged and allowed them to walk away with actionable strategies they could implement right away. Stephen's energy creates a welcoming atmosphere, making even challenging topics approachable and relatable.

Mark Littlewood - CEO Business of Software

What truly sets Stephen apart is his ability to deliver thoughtful, insightful, and actionable content, packed with practical advice that attendees can immediately put into practice. Beyond being an exceptional speaker, he's a pleasure to work with. If you're looking for a speaker who entertains, educates, and leaves audiences inspired and is super easy to work with, Stephen is the perfect choice.



Sonia Leung - Events and Community - MicroConf



Stephen Steers is a dynamic, engaging, and results-driven speaker who brings energy, humor and leverages strong storytelling. He's brought immense value to every event we've worked with him on, including a global leadership conference with thousands of attendees.

I highly recommend him for any speaking engagement where you want your audience to leave inspired, entertained, and equipped for sales success.

Dave Kerpen, NYT Best Selling Author & Global Keynote Speaker

References available on request