



## **Jim Pancero**

**Topics:** Sales, Management, Negotiation, Train the Trainer

**Programs:**

- Redesigning Your Sales Training Process
- Seven Questions
- Sales Negotiations
- Prospecting Sales
- Leading Your Sales Team In A Changing Economic Environment
- Conflict Resolution

**Jim Pancero** is the leading authority on sales and sales management. His information intensive programs and keynote speeches focus on innovative, cutting-edge selling processes and strategies for the new global marketplace.

The ideas and concepts he shares are the result of almost thirty years of various consumer and industrial sales experience and training. Six of those years were spent selling large computer systems for the IBM Corporation. At IBM, Jim was the recipient of numerous awards such as the Golden Circle designation which is presented to the top 5% of IBM's sales force.

Since 1982 Jim has presented over 2,200 programs and/or consulting days for 450 corporations and associations in more than 80 different industries.

He has undergraduate and graduate degrees in management and marketing and has been an Adjunct-Professor at several universities.

Jim is the author of the foremost book on sales management, *Leading Your Sales Team*, as well as numerous audio training programs published by Dartnell Corporation.

Jim is a member of the National Speakers Association and has received the Council of Peers Award of Excellence (CPAE) and is a member of the Professional Speakers Hall of Fame. He has earned the designation of Certified Speaking Professional (CSP). Only 81 individuals worldwide have received both the CSP and CPAE designations.

In addition to his project specific consulting and training activities, Jim will also help you in the design and delivery of in-house sales and sales management training programs. He may also be used to design incentive and compensation programs. Jim is a "hands-on" consultant who will take you to a level beyond theory to productivity.