

Chip Doyle

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Bio: Chip Doyle (BSEE-Univ of Texas, MBA- Univ of Chicago) made the difficult transition from engineer to successful salesperson in 1988 – eventually conducting sales calls in 14 countries. Since his Sandler Training franchise opened in 2000, Chip has shared techniques and non-traditional methods that allow salespeople, consultants and contractors to take charge of the selling situation and “sell without sounding like a salesperson.” His interactive and entertaining style makes him a welcome speaker at dozens of trade associations and business groups each year. He has conducted more than 1000 private and public workshops since 2000 on a variety of sales related topics impacting the success of CEO’s, sales managers and salespeople throughout the US. Chip was featured in the San Francisco Business Times in 2006 and 2007, quoted in 2009 issues of Remodeling Magazine and has worked extensively with general contractors, remodelers and construction subs throughout the US.

Speaker and workshop topics include:

- Change the Rules and Close More Sales
- Debate ≠ Deal Making (Avoiding Sales & Negotiation Pitfalls)
- Sales vs. Marketing (Building the Best Blend for Your Business)
- Networking... Not Working?
- Traits of the Trusted Advisor: How Successful Consultants and Business Owners Conduct Business Development
- Why Women Make Better Salespeople
- Hiring a Sales Force with the Courage to Compete and the Skill to Win
- Avoid the \$100,000 Hiring Mistake: Spring Load Your Sales Force in the first 90 days