

SPEAKING PROPOSAL

Robert D. Rash

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Topic

- *Launch Your Sales, The Key Steps to Build a Winning Sales Process*

The Challenge

- How do I design, build and manage a sales process to drive my business to new heights?
- As a sales leader or business executive, are you prepared to develop and execute a winning sales process for your organization?
- As a sales professional, how do I develop a personal selling process?

The Solution

- There is a “recipe” to develop and manage a winning sales process for any organization or individual.
- The result can be found in Rob’s new book, *Launch Your Sales*.

Overview

Rob’s speech runs about 25 minutes and is delivered to business groups and sales professionals seeking the necessary structure and guidelines to scale their sales process to new heights. It is ideal for business groups, leadership team meetings, strategic planning meetings, industry forums and conferences.

In this Session You Will Learn:

- How to develop a highly productive sales process
- Master the basics of sales that work every time
- How to achieve your numbers with consistency



About Rob

Rob speaks frequently to corporations, business groups and professional associations, delivering a passionate and informative message on how to build superior sales processes and organizations.

He has developed a proven eight-step methodology to help clients achieve sales excellence, which is outlined in his new book, *Launch Your Sales*.

- At KPMG Consulting, for 8 years helped lead development of a world-class sales process and organization.
- President and CEO of Rash & Associates, L.P., a nationwide consulting firm serving 500 clients and employing 100 professionals.
- Currently, President and CEO of Olympia Consulting, a professional services firm dedicated to helping businesses develop improved sales processes that result in outstanding growth.

