

3 VITAL STEPS TO BUILDING A TOP-NOTCH SALES TEAM



"Give me a great sales team with an average product or service and they'll outperform a mediocre sales force with an excellent product or service every time...skillful recruiting, training and sales management is the difference."

- Paul Wham

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To learn more, visit
www.paulwhaminc.com

You Want to Hire Only the Best Sales People

But, did you realize that one great sales rep can out-perform six mediocre ones?

You Understand the Importance of Sales Training

But, does your team have expertise in strategic, conceptual, needs satisfaction, power base and other professional selling skills?

You Recognize the Relationship Between Professional Sales Management & Increased Sales

Let Paul Wham share the 3 vital steps with you. He has over 20 years experience as **founder and C.E.O.** of three highly profitable businesses (two mid-size), plus 18 years of **top performance** in sales, sales management and general management.

- *Recruited over 300 professional and top sales executives.*
- *#1 sales manager out of 103 and one of the top regional managers with Xerox Corporation.*
- *Multiple years teaching experience in Xerox Corporation's sales training school, the University of Puget Sound's MBA program and Green River Community College's Continuing Education Program.*
- *Named Entrepreneur-in-Residence in Eastern Washington University's Center for Entrepreneurial Activities.*
- *Graduate of the Executive Education programs at the Harvard Business School and Stanford University.*
- *Better Business Bureau 2002 "Business of the Year" finalist.*

**Available for Management Consulting,
Executive Coaching & Speaking Engagements**