

# **Barry Himmel**

**Senior Vice President at Signature Worldwide**

Dublin, OH, US

"We can fix it" is a common saying for Signature Worldwide's SVP, who helps cure customer service and sales ills in many industries

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Barry Himmel joined Signature Worldwide in 1996. As senior vice president, he is responsible for identifying and developing new markets. During his tenure, Barry modified Signature's hospitality training programs to work in other industries. Prior to joining Signature Worldwide, Barry worked for CompuServe, Inc., as manager of customer service quality, and Information Dimensions as a trainer, training manager, manager of customer service, and director of sales and marketing support. He also worked for NCR Corporation as an education analyst. Barry has a bachelor's degree in business education from Miami University of Ohio and an MBA from the University of Dayton. He is a frequent speaker at industry and educational events, and has written numerous articles on training.

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Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance, Corporate Training

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Business Services, Heavy Machinery, Government Relations, Trucking, Construction - Commercial, Transportation/Trucking/Railroad, Corporate Training, Machinery, Training and Development, Housing

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Negotiating, Sales Strategy, Customer Experience, Customer Service

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ERP, AED

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## **Advanced Selling Tips for the Economic Comeback**

Learn new techniques and best practices to find and retain new business. If you are a sales professional or business owner, you most likely have felt a dramatic slow down in the last two years, and your business-development and sales skills may be a bit rusty. From prospecting to building relationships to gaining commitments, proficiency with these essential skills is crucial for your success in the new selling environment.

## **An Adventure in Selling - How to Convert Incoming Calls to Sales**

Barry Himmel, Senior VP Signature Worldwide, explains how a few simple changes in the way phones are answered will translate into legendary service and greater sales.

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## **Advanced Selling Tips for the Economic Comeback**

TechColumbus Speaker Series

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**Miami University of Ohio**

BA Business Education

**Senior Vice President - Signature Worldwide**

Signature Worldwide is a leader in training employees to deliver legendary customer service while increasing sales. Since 1986, our unique methodology has provided a measurable ROI for our customers, compelling them to return year after year. Signature Worldwide helps you and your employees hone the relationship selling, customer service, leadership, and team building skills that will help you create not only satisfied customers, but Legendary Customer Experiences!

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