

Daniel Paulson

CEO at InVision Business Development

Madison, WI, US

Experienced speaker that through storytelling distinguishes traits business leaders use to become growth companies

Biography

For the past twenty years, Dan Paulson has been working with companies to help them grow. Throughout his career, he has been a leader in customer service, sales and operations often achieving sales and profitability growth exceeding industry averages. Dan also has developed scores of successful, productive leaders. His natural talent to engage managers and help them become motivated leaders who work from their strengths and help others perform at the best of their ability. In 2005, Dan launched InVision Business Development, an organization that works with companies all over the world to achieve greater performance through people, planning and process. Dan helps clients find ways to succeed. Most of his clients have grown between ten and fifty percent during the worst economic time since the great depression. In 2009, InVision opened an office in China to assist companies with international expansion. Dan is an accomplished speaker, author, strategist and executive coach. In his most recent collaboration, Apples to Apples: How to Stand Out From Your Competition, he shared his philosophy for growth in difficult times: know what you can be the best at, and build your business culture to achieve where others cannot. He speaks regularly on subjects related to leadership, strategy, business culture, customer service, and performance management.

Availability

Keynote, Moderator, Panelist, Workshop, Author Appearance, Corporate Training

Industry Expertise

Corporate Leadership, Business Services, Advertising/Marketing, Human Resources, Manufacturing, International Trade and Development, Health Care - Services, Retail, Banking, Consumer Services

Areas of Expertise

Strategy, Customer Service, Leadership, Innovation, Leadership Communications, Organizational Culture, Creating Top Performers, Developing Innovative Companies, Success in China Business

Sample Talks

Apples to Apples: Getting Customers to Choose You

Today, competition is greater than ever before. Business leaders aren't only worried about the competitor across town. Now they have to worry about the competitors elsewhere in the world. Maintaining the status quo isn't good enough if you want to grow. Dan Paulson, CEO of InVision Business Development, will share the strategies and traits today's innovative companies use to increase sales and profitability.

Education

University of Wisconsin-Platteville
BS Business Administration

Accomplishments

Developing Leaders

Throughout my career I have helped scores of individuals move into a leadership role. While at Menards, I helped 20 floor associates get promoted into a leader role in less than 12 months. At other organizations I was responsible for hiring, training, and developing leaders to address the critical issues affecting daily operations

Top Performer - Retail Sales

Grew and ran one of the top five hardware departments of the Menards chain. Exceeded \$7 million in revenue. Achieved by developing a staff focused on excellent customer care.

International Business

Successfully launched business operations in China to address leadership, strategy and cultural issues.

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