

James Potter

Director at The Linked In Man

Southampton, , GB

Expert speaker and trainer at helping people turn LinkedIn into the success they seek be it sales, business development, projects or roles.

Biography

I am the leading provider of sales and commercial LinkedIn © training and consultancy. I work with businesses trying to make more sales and make LinkedIn© work for them. Over the last 24 years I have gained a broad range of experience as a sales professional and director, spanning IT, management consultancy and software development, working in a variety of public and private sector markets. I started using LinkedIn© when I was in corporate life as a Sales Director as it enabled me to get new relationships, remind clients of breadth of value, and get engagements worth over £10 million in sales. I then decided to launch my own business, The Linked In Man, to share my passion for LinkedIn© and my knowledge of how LinkedIn© can get you the success you seek, be it sales projects or roles. Since then I have gone on to help all sizes of companies from leading corporations such as IBM and Dell to small businesses across the UK, Europe and wider afield. I am qualified in accountancy, business development, consultancy, project management, networking and selling from a range of professional bodies, and have trained in four different sales methodologies. Key points about me: ?Over 20 years of sales direction, management and direct sales ?Achieved over 30% of new business as a direct result of LinkedIn© ?Fellow of the Institute of Sales and Marketing Management ?Regularly featured in Health Service Journal ?Featured in articles by the Association of Chartered and Qualified Accountants ?Quoted in ?Leaders in Motion? book by M C Wilson ?Qualified ISEB Business Analyst, PRINCE2 Project Manager and Sales Professional (Microsoft, Miller Heiman, SPIN and more) ?Institute of Business Consultants Management Consultant ?Professional coffee drinker

Availability

Keynote, Panelist, Workshop, Author Appearance

Industry Expertise

Training and Development, Management Consulting, Social Media, Corporate Training, Business Services

Areas of Expertise

Linkedin, Using Linkedin to Engage New Clients and Get Sales, Networking

Sample Talks

LinkedIn - Do you collect or connect?

With 1.3 billion connections inside of LinkedIn are you making the most of yours. Do you leverage your connections? Let the UK's leading LinkedIn commercial expert share the approaches, the insights and the ways that work to turn LinkedIn connections into referencable sales.

[Please click here to view the full profile.](#)

This profile was created by [Expertfile.](#)