

Jim Roddy

Keynote Speaker & Author at Jim Roddy CBA (Coach & Business Advisor)

Erie, PA, US

Author of "Hire Like You Just Beat Cancer" and "The Walk-On Method to Career & Business Success"

Biography

Jim Roddy works with high-initiative, growth-oriented SMBs to help them uncover their blind spots with customers, employees, and business best practices. Then he applies his 25+ years of business management experience, executive leadership, and industry expertise to help them get better. For example, one small business owner said that after Jim's Customer Health Checkup merchant survey and staff Professional Development Workshop he saw significant improvement in his employees and his internal processes, resulting in stronger customer relationships. When Jim conducted a follow-up Customer Health Checkup one year later, that SMB's customer satisfaction rating jumped 24%. One of the many software developers Jim works with said his advisory services have been "instrumental helping us to tailor our programs to provide the type of white glove service and support that really makes a difference to our reseller's bottom line." A 200-employee software developer said after Jim's second workshop with their team, "I love when Jim does a workshop with us. It's so beneficial for our staff to take time to be in this mindset and talk through these things, and it's great for new hires who may not have had any formal training before. It's a really great learning experience. Jim Roddy does a fantastic job!" Jim's core purpose is to help companies improve their profits and achieve all their employee-development outcomes at a fraction of the cost of a typical full-time employee. Areas of focus include: Strategic Business Planning & Execution, Brand Marketing, Complex Change Management, High-Performing Talent Acquisition, Company Infrastructure Creation, Training Development & Facilitation, Client Relationship Management, and Proactive Employee Engagement. Jim is the Author of Hire Like You Just Beat Cancer (2012) and The Walk-On Method to Career & Business Success (2020).

Availability

Keynote, Moderator, Panelist, Host/MC, Author Appearance

Industry Expertise

Corporate Training, Computer Software, Talent Management, Staffing and Recruiting, Business Services, Corporate Leadership

Areas of Expertise

Team Building, Business Culture, Hiring Best Practices, Job Interviews

Sample Talks

Hire Like You Just Beat Cancer

Hire Like You Just Beat Cancer teaches hiring lessons, time-tested interview best practices, and recruiting strategies through the perspective of a cancer-surviving executive. "The lessons I learned when cancer knocked me down helped build me up as a hiring manager, and I apply those lessons aggressively every time I interview a potential employee." - Jim Roddy

Event Appearances

What VARs and Vendors Want From Each Other

RSPA Inspire Conference 2008

Don't Trust Your Gut: Time-Tested Job Interview Questions

RSPA RetailNOW 2008

Expanding the Collective Industry I.Q.

RSPA Inspire Conference 2009

Time Management for IT Resellers

RSPA RetailNOW 2009

Industry Leader Panel Discussion

RSPA RetailNOW 2010

Industry Vision Panel Discussion

RSPA RetailNOW 2011

Do You Own Your Customers' Entire Environment?

Business Solutions Magazine

Expanding Your Business

Ingram Micro Solutions Partner Invitational

Emcee & Moderator

Channel Transitions Executive Conference 2013

Hire Like You Just Beat Cancer

2013 Human Resources & Employment Law Conference

Emcee & Moderator

Channel Transitions West 2014

Emcee

Smart VAR Healthcare Summit

Emcee & Moderator

Channel Transitions East 2014

Moderator

Retail Solutions Providers Association Board and Executive Strategy Session

View From The Top Leadership Panel

RetailNOW 2014

Emcee

Smart VAR Healthcare Summit

Social Media: Connecting The Dots

VARTECH

Panelist

VARTECH

Emcee & Moderator

Channel Transitions Midwest 2014

Hire Like You Just Beat Cancer

ASCL Success Summit

Emcee & Moderator

Retail IT VAR Of The Future Conference

Hire Like You Just Beat Cancer

ASCL Success Summit

Emcee & Moderator

Channel Transitions East 2015

Custom Content 101: Where It Comes From, How It Works, And How It Fills Your Funnel
Webinar

Emcee

Smart VAR Healthcare Summit 2015

Emcee & Moderator

Channel Transitions Midwest 2015

Emcee & Moderator

Channel Transitions South 2015

8 Time-Tested Rules For Hiring & Retaining Salespeople (Rule 6 Almost Started A Fistfight)
RetailNOW 2015

Marketing Expert Panel
VARTECH 2015 - BlueStar Partner Conference

IT Media Panel
VARTECH 2015 - BlueStar Partner Conference

Emcee & Moderator
Channel Transitions Executive Conference 2015

Emcee & Moderator
Smart VAR Summit: The Age of Intelligence

Emcee & Moderator
Channel Transitions Executive Conference 2015

Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 1
With E-Myth Author Michael Gerber

Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 2
With E-Myth Author Michael Gerber

Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 3
With E-Myth Author Michael Gerber

Emcee & Moderator
ISV IQ Live! 2016

Emcee & Moderator
Retail IT VAR Of The Future

Emcee & Moderator
Channel Transitions Philadelphia

Secrets To A Candid Work Culture
RetailNOW 2016

Two Words: Two Terrible, Horrible, No Good, Very Bad Words
RetailNOW 2016

VARTECH NATION Industry Panel
VARTECH 2016

Retaining & Hiring Talent In A Changing Market
VARTECH 2016

Surefire Growth Strategies For POS Resellers
LavuCon 2016

8 Time-Tested Rules For Hiring & Retaining Salespeople (Rule 6 Almost Started A Fistfight)
LavuCon 2016

Secrets To A Candid Work Culture
LavuCon 2016

Don't Trust Your Gut: 9 Time-Tested Hiring Rules
The Retail Digest

Surefire Growth Strategies For POS Resellers
Auto-Star Reseller Educational Series

Secrets To A Candid Work Culture
RSPA Educational Series

18 Ways Leading POS Resellers Provide Superior Value to Their Merchants
National Computer Corporation Partner Conference

18 Ways Leading POS Resellers Provide Superior Value to Their Merchants
RetailNOW 2017

Delegate or Die: How Successful Resellers Build Bench Strength
Connect 2017 - An Open Systems Conference

Critical Thinking Workshop: Build Your Business Backbone in 6 Steps
Connect 2017 - An Open Systems Conference

VARTECH NATION Industry Panel
VARTECH 2017

Transitioning Your Business to the As-A-Service Model
VARTECH 2017

Surefire Growth Strategies For POS Resellers
RPOWER 2017 Dealer Meeting

Emcee & Moderator
Vantiv Smarter Payments Roadshow

Critical Thinking Workshop: Build Your Business Backbone in 6 Steps
Retail Realm 2017 Conference

Emcee & Moderator -- Recurring Revenue Day
RSPA Inspire Conference 2018

Critical Thinking Workshop: Build Your Business Backbone in 6 Steps
NCR Americas Partner Conference

Reseller Innovation Panel
NCC Dealer Conference 2018

Recurring Revenue Recommendations 2018
NCC Dealer Conference 2018

How Leading POS Resellers Implement Recurring Revenue Products & Services
RSPA RetailNOW 2018

Competitive Selling Advantage
BlueStar's VARTECH 2018

What are the Levers of Success in Today's Channel?
RSPA Inspire 2019

Accountability Workshop
2019 NCC Dealer Conference

VAR & ISV Secrets to Maximizing Your Vendor Partner Relationships
RetailNOW 2019

Channel Payments Panel
Retail Management Hero Partner Conference 2019

The VAR of the Future is a Total Solution Provider
Toshiba Partner Roadshow

Hiring Winners: Best Practices in a Competitive IT Workforce Market
VARTECH 2019

The VAR of the Future is a Total Solution Provider
Toshiba Partner Roadshow

2020 Vision for Grocery Solution Providers
STCR Annual Company Meeting

Emcee & Moderator
RSPA Inspire 2020

Emcee & Moderator
RSPA Canadian Community Conference

Off-Premise Ordering & Delivery Panel
NCC Partner Conference 2020

Retail IT Industry Expert Panel
RSPA Academy Education Symposium

7 Elements of a Successful Cannabis VAR
RetailNOW 2021

Managing Remote Workforces: A Roadmap to the Future of Work
VARTECH 2021

Cannabis - No Growth Puns Here, Only Opportunities!
VARTECH 2021

How the Pros Win in a New Niche (Market Focus: Cannabis)
Inspire 2022

Education

Gannon University

Gannon University
Communications-English Communications

Accomplishments

Best Publishing Companies To Work For

Jameson Publishing has been named one of the Best Publishing Companies To Work For In The United States by Publishing Executive magazine. Jameson is the only publishing company in the nation to rank in the top 7 of Publishing Executive's list for consecutive years.

Testimonials

Farrell McKenna

I have heard from a number of employees how much they enjoyed your presentation. One just told me this afternoon that he ordered the book you mentioned on Friday, it arrived on Saturday, and he finished it shortly thereafter. Thank you for your time and for making the presentation very entertaining and relatable to all in the room.

Brian Tuberman

"Thank you for your presentation. You did amazing. Not only did we all enjoy it, but we all got something out of it to help us improve."

Tom Bronson

"Jim is a master of public speaking, and he runs the best panel discussions on the planet. Anyone who has been to a trade show knows that panel discussions can be dull -- but not the panels Jim moderates! He's always prepared and knows how to engage the audience."

Dean Crotty

?Jim is an excellent presenter. His presentation on hiring best practices has had a substantial positive impact on our business. We use the process and question outline in our business during every interview. Great information, great presentation, and a lot of good information to take back to our business.?

Amber Murdock

?What an incredible webinar! Your presentation style is absolutely terrific ? it felt as if we were in the room with you, rather than on a webinar, and it was reflected in the attentiveness of our audience. The content was spot-on ? and in ways I didn?t anticipate? what you pointed out about hiring, customer relationships, and even employee interaction? these are areas that I know our members hadn?t thought about, but could easily apply ? to great effect.?

Mark Olson

?On several occasions I?ve had the privilege of watching Jim facilitate group discussions. He?s done an excellent job of setting up relevant and thought-provoking questions for a broad-based group, giving all participants an unbiased opportunity to provide their input while still keeping the discussions moving forward. Invariably, there are some more serious or perhaps tense moments where Jim has interjected timely humor to lighten the mood. (I thought the crowd was going to die laughing during a discussion on PCI compliance!) I think Jim would do an outstanding job of being a presenter for any reseller community group.?

James & Kelli Stewart

?The information Jim has delivered has helped both our business growth and our personal development. Jim is a thoroughly enjoyable and engaging speaker, and the material he presents really hits home. There have been ?ah-ha!? moments and notable new skills that have been gleaned from Jim?s presentations. We recently put Jim?s hiring practices to good use with fantastic results. Any conference would benefit from his material and personality. We enthusiastically recommend it!?

Paul Constantine

Jim's experience in specialty technology channels, combined with his broad view perspective of the markets we serve, give him unique insight into the issues facing manufacturers, resellers and distributors. His questions and comments are always insightful.

Lauren Stark

I would strongly recommend Jim Roddy as a speaker. He has his pulse on the issues of the reseller community and knows how to effectively convey this information to his audience. Jim keeps his presentation concise, relevant, and entertaining. He has been a regular presenter on human resource topics at past RetailNOW conventions and received overall "excellent" ratings.

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