

John Perrin

Sales Director, Sales Speaker, Sales & Sales Management Training at Tactical Sales Training
Bournemouth, United Kingdom, Poole, GB

Sales & Management Trainer, Sales Speaker, Sales Authority. Helping B2B Sales Organisations Increase Sales Effectiveness

Biography

I'm the founder and Managing Director at Tactical Sales Training. We specialise in B2B Sales Training Solutions for companies of all sizes. We provide Open Sales Courses, On-site Training and FREE Seminars People get in touch with me if they want to... ? Take their sales skills to the next level ? Learn some sharp sales management skills ? Improve the performance of their sales team ? Implement an on-going, target driven sales training solution ? Have a bespoke sales training solution from a proven expert ? Attend a FREE Seminar in their area ? Enquire about TST's international consultancy services Contact Me: 01202 606010 John@tacticalsalestraining.co.uk ? Sales Trainer ? I'm a highly motivated sales trainer who specialises in helping B2B Sales Professionals take their performance from good to great. I convey proven, exceptionally effective selling methods that cut to the quick and consistently yield superb results. I've worked with businesses throughout the world to successfully overcome the various challenges that they face in their market place. My experience comes from being the Owner and Sales Director at my previous software company. I founded the company and upon successfully exiting in 2010 within our industry our 22 strong sales force was the most effective in the world in terms of revenue per rep. ? Sales Speaker ? I regularly hold free to attend seminars aimed at helping businesses and individuals alike to increase their sales effectiveness. Attended by a diverse audience made up of global organisations through to the ?S? end of the SME?s and one man outfits. I am often asked to speak at corporate events as a Sales Expert focusing on effective qualification and I conduct internal, motivational sales seminars for large corporations such as AVG, Colliers, Business Link etc

Availability

Keynote, Workshop, Corporate Training

Industry Expertise

Corporate Training, Corporate Leadership, Training and Development

Areas of Expertise

B2b Business Strategy, Sales Training, Sales Skills

Affiliations

University of Huddersfield Alumni

Education

The University of Huddersfield

BA Honours Computer Aided Engineering

Accomplishments

Solid Solutions Management

Founded Solid Solutions Management in 1998 with the aim of capitalising on the significant market opportunity for next generation CAD solutions. Became the UK?s leading SolidWorks reseller in 2003 and has since remained the UK?s No.1 SolidWorks reseller. SSM is now one of the top 10 global SolidWorks resellers, from a population of 350 companies. Revenue in 2009 10 Million Successfully exited business in May 2010

Testimonials

Melanie Simmons

A really interesting morning - John is very entertaining with lots of very useful tips to take back for the sales team.

Richard Hill

Honest and straight forward techniques, no waffle or bull****. Good stuff.

Gary Trudgett

Attended the event today at the RNLI in Poole. Left with a whole plethora of ideas and inspiration. Great pace, fantastic content and really beneficial examples. John is a great presenter and host. Pete is a great event organizer. In summary a very valuable way to spend 3 hrs on a Monday morning.

John Miller

Excellent course, plenty of practical ideas from John that can be put into practice straight away. All backed up by real-life examples.

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