

Philip Calvert

Social Media Sales Speaker, LinkedIn Strategist and Social Network Founder at IFA Life

Cranleigh, Surrey, GB

Social Media Sales Speaker and LinkedIn Strategist

Biography

? Social Media Sales Speaker ? Specialist helping regulated and professional services businesses to leverage LinkedIn, Social Media and professional networking technology ? Keynote Social Media speaker at large sales conferences Many regulated and professional services businesses are still entrenched in archaic modes of communication with customers, staff and stakeholders. They are perplexed at the flourishing digital world - frustrated, anxious, agitated and impotent at how to join it. Hello, I'm Philip Calvert - a specialist social media sales speaker helping sales professionals, sales teams and regulated businesses to leverage LinkedIn and Social Media as part of their sales, marketing and communication strategy. I created the world's first social networking site for Financial Services professionals, and bring real-world experience and a startling 'behind the scenes' view to using Social Media in regulated industries and to increase sales. My conference speeches are energetic, high content and fun. Every speech is tailored to suit the needs of the client. I have delivered speeches on Social Media to directors at Hitachi, Eden Project, Estee Lauder, Crossrail, Blockbuster, Royal College of Surgeons, DTI, Del Monte, Oracle, River Island, Scottish & Newcastle, BUPA, Zurich, Royal Institution of Chartered Surveyors, BP, University of London, British Medical Assoc, National Express, Oxfam, Ford, George Wimpey, Domino's Pizza, HM Prison Service, Littlewoods Gaming, Fullers, Food Standards Agency, Police Complaints Commission, Miele, IFP, PFS, John Lewis and many others. I'm looking to connect with: * Meeting planners, conference organisers and speaker bureaus * Sales Directors and organisers of Sales conferences * Financial advisers and financial brands * Professional services providers New: "300 Tips to leverage LinkedIn" www.ifalife.com/LinkedInTips +44 (0)7773 359 619 Philip Calvert on Google+ <https://plus.google.com/102888263081243651770> Meeting and conference organisers looking for a proven speaker and expert interviewee on Social Media, please contact me through LinkedIn or to philip@ifalife.com

Availability

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

Industry Expertise

Information Technology and Services, Financial Services, Social Media

Areas of Expertise

Social Media, LinkedIn, Social Networking, Sales, Marketing

Affiliations

Institute of Sales and Marketing Management

Sample Talks

Social Media - a lot of Hot Air or the Single Most Most Important Development in Sales for Decades?

As the founder of an award-winning social networking site, Philip Calvert brings a unique 'behind the scenes' view to social media. In this startling presentation (available as a conference keynote or workshop format), Philip brings little known insights into how to use social media to raise your profile and increase sales. He reveals inside tips and techniques which are proven to attract valuable new connections.

Accomplishments

Fellow of the Institute of Sales and Marketing Management

Thirty years experience in senior sales and marketing roles and as an independent consultant and speaker on sales.

Testimonials

Rebecca Allen

I first invited Phil to speak to our audience of Financial Advisers in the UK, on how to successfully leverage LinkedIn, and he had an overwhelmingly positive reception. After he had returned to the webinar platform a number of times, I asked him to present to our burgeoning financial advisor community in the US. He shared his expertise in an accessible, entertaining way and immediately engaged with a US audience as successfully. One thing that really stands out about Phil's thought leadership is that he always gives the audience action items that they can implement right away, to see immediate results. Suffice to say he is invited back!

Lee Clarke

First and foremost, Phil knows how to engage with his audience. As a truly professional speaker, rather than simply an expert who speaks, Phil manages the pace and intensity of his presentation so the audience assimilates the whole message. So a presentation from Phil Calvert combines up to the minute information, delivered in an entertaining and memorable way. Phil takes trouble to do the preliminary research, which is so vital in understanding the knowledge level and decision-making ability of his audience. he turns up on time and he follows up. We would certainly book him again.

Ann Hawkins

Just wanted to say thanks for the talk last night - several people who haven't missed an event in 18 months have universally declared you to be the best speaker we've had so far. Your talk encouraged so much active networking afterwards that I had a hard job getting everyone to go home.

Martin Trenchard

I saw Philip present at a conference in January and he really is very, very good.

Chris Kelly

I fully expect to look back in 5 years time and regards my first contact with Philip as a major milestone in my life. One week later and I have already gained an incredible amount of knowledge. Fantastic!

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

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