

Rick McCutcheon

President at Full Contact CRM

Toronto, ON, CA

Rick McCutcheon is a much sought after expert and thought leader on the subject of Sales Productivity and CRM. Rick has been involved with th

Biography

Rick has been involved with the CRM Industry since 1990 as a Company Founder, Senior Executive, Reseller, Board Member, Educator, Consultant and Professional Speaker. He draws on his 20 years of real world experience working on CRM Projects with clients ranging from the SMB Marketplace to Major International Corporations. His stories are ?real-world.? His style is ?uniquely appealing? and ?tremendously credible?.

Availability

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

Industry Expertise

Business Services, Computer Software, Social Media

Areas of Expertise

Power Selling With Crm and Social Media, Planning for Crm Success, Managing Customer, Prospects and Partner Relationships

Affiliations

Dybamics CRM User Group

Sample Talks

Managing Customer, Prospects and Partner Relationshi

Customer Relationship Management is about knowing your customers, prospects and partners better, sharing information more thoroughly, and interacting more completely. This is achieved by creating a system that integrates People, Process, Social Networks and CRM Technology.

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