

Sean Sutton

Corporate Sales Trainer Breakthrough Strategist at Sean A. Sutton Co.

Austin, TX, US

Corporate Sales Trainer / Breakthrough Strategist

Biography

He survived California's largest wildfire suffering not only financial devastation but, also leaving his family emotionally wounded. With his intelligence, drive, and clothes on his back, he was ripped from his roots and forced to start his life with his family anew. Sean Sutton is no stranger to success. In fact, he lives and breathes it. From everyday adversity to extreme hardship, Sean has made a career of invigorating change in others. His impressive resume reads like a powerhouse line-up of triumphs from successful business owner to nationally recognized Top 10% Performer in a Fortune 100 company. As an award-winning sales manager with over 20 years of experience, he has spearheaded training programs for top tier companies like Toyota and Cadillac as well as several start-ups. Sean's S3 Selling System, has transformed the foundation of selling. It encompasses innovative sales strategies and development plans that successfully: Empowers Staff To Exceed Revenue Goals Increase Performance & Workflow Productivity Turn Around Closed Accounts & Increase Renewals Improve Customer Satisfaction & Relationship Management ? Reduce Operational Costs Through Proven Strategies

Availability

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

Industry Expertise

Business Services, Corporate Training, Management Consulting

Areas of Expertise

Increase Performance & Workflow Productivity, Improve Customer Satisfaction & Relationship Management, Turn Around Closed Accounts & Increase Renewals

Affiliations

NSA, American Red Cross, Toast Masters

Sample Talks

THE SOFT TOUCH STANDARD: A Powerful Opposition to the Hard Sell That Enhances Client Relations

Firstly, many an organization is not spending time and resources to fully train their staff and as a consequence service is poor. Selecting the right personality for a job is important too, a business needs the right personality for a customer-centered position. A company also requires employees who believe in the business, product or service. Salespersons need to be able to sustain a positive attitude in order to succeed.

Education

CBU CA

Master of Business Administration Business Management

Accomplishments

National Sales Executive Recognition: Top 3% at GM

Top Producer Cadillac Executive Sales 2011 & 2012

National Mark of Excellence Award: Top 25 at Cadillac

Mark of Excellence Award 2011 Covert Group

President's Award: Highest Profit Generating Rep at Covert Group

Its all about relationship building

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