

Timothy McMahon

Principal at Timothy McMahon & Company

Merrimack, NH, US

RE-Entrepreneur! -- The 7 Strategies for Re-Energizing Your Business in the New Economy

Biography

Bestselling Author ... Dear God! I Never Wanted to be a Salesman, Selling 2000, The Sales Management Equation, and The Success Traps -- Global Sales Speaker and Sales Trainer Tim McMahon is a top international sales and business expert and an in-demand speaker for conferences and events around the globe for over 15 years. He is the author of five bestselling books and hundreds of major magazine articles ... Tim has keynoted major conference and corporate events on six continents and is the master of connecting to his audiences. Prior to beginning his speaking career, Tim held senior sales and sales management positions with the IBM Corporation, Digital Equipment Corporation and Dun+Bradstreet/Sales Technologies Inc. At the National Sales Management Conference, Tim was named "one of the world's Top 3 experts in Sales and Management". Tim McMahon served in the United States Marine Corps. He serves on numerous boards and is an active Freemason and Shriner. RECENT CONFERENCES & EVENTS: The National Sales Mgmt. Conference / DCI's Customer Relationship Mgmt. Conferences / Power of Three (McMahon, Tom Peters, Al Reis) / Bridgestone Tire Executive Symposium / The Customer Revolution Summit / SoftWorld-Europe / Nat'l Assoc. of Electronics Distributors / Valve Manufacturer's Assoc./ Sales & Marketing Executives Int'l / Fluid Power Distributors Assoc. / Steel Service Centers Management Conf. / Challenge for Market Leadership Conference / CeBit-Europe / CONAGG-CONEXPO /RVSI Worldwide Dealer Management Conference / Bandag International Dealers Conference / GIGAWorld IT Forum / ConcreteWorks / Satis 2000 - Istanbul / FrontRange Solutions Dealer Conference / Professional Society for Sales & Marketing Training / Strategic Leadership Conference for Africa - Nairobi / IDC-USA / Power Transmission Distributors Assn / Assoc. of Ingersoll Rand ...

Availability

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

Industry Expertise

Management Consulting, Staffing and Recruiting, Construction - Commercial, Corporate Training, Business Services, Chemicals, Business Supplies/Equipment, Professional Training and Coaching, Computer Software, Information Technology and Services

Areas of Expertise

World Class Selling, Managing for Performance, New Technologies, Social Media, Sales Management, Sales Skills, Marketing

Sample Talks

Lead, Coach, Achieve!

Effective sales management and coaching is one of management's greatest challenges and mastered by few. Join Tim McMahon to learn new strategies to drive exceptional sales performance through effective coaching by building practical sales management leadership skills. An engaging and motivating presentation illustrated through Tim's real world experience as a top performing sales manager and leader.

Beating the Price Trap!

No company really wants to win business by being the lowest price supplier but in today's economy that's too often the case. What if you could ask a higher price than your competitor ... and get it? Join global sales expert Tim McMahon and learn new value selling strategies to create competitive advantage that "beats the price trap". In this presentation you will learn how to craft more powerful Value Propositions that set you and your business apart from the crowd and generate more profitable new business ... and the three "Levels of Value" that can make all the difference in your sales and marketing strategy.

One-To-One Leadership: The Personal Value Propositions

Have you ever wondered how people make decisions and why two people may make different choices for the same decision? It's all about understanding "The Personal Value Propositions". This program is a must for managers and supervisors who want to become true leaders, motivators, and effective coaches to enhance the performance of their teams. Tim brings amazing insights and real-world ideas that work! Guaranteed to be the one keynote your organization will be talking about all day!

Selling in the REDZONE

Selling in the REDZONE ... In football, the "redzone" is the last twenty yards of the field where the going is hardest and only the best succeed. The Redzone is a powerful analogy for today's tough economy. In the session your audience will learn seven world class "Power Plays" to drive success in the Sales Redzone. View a preview at: <http://speaker.timmcmahon.us>

Re-Entrepreneurial - The 7 Strategies for Re-Energizing Your Business in the New Economy

Energize your next conference with Tim McMahon's new presentation. ?Re-Entrepreneurial? is filled with timely business-building ideas for every business and every businessperson ? ideas for finding new business success in the post-recession economy.

Event Appearances

Key Account Selling: Strategies for Growth

Canon USA National Sales Conference

The Value Propositions: Winning Sales by Selling Unique Value

Hoechst Rouseau Sales Conference

Beating the Price Trap: Selling Value in a Transactional World
The Guardian Insurance National Sales Conference

The Value Propositions: Winning Sales by Selling Unique Value
Ford Motor Finance Sales Conference

The Value Propositions: Winning Sales by Selling Unique Value
W.R. Grace & Company International Sales Conferences

One-To-One Leadership: The Personal Value Propositions
National Coil Coatings Association

Global Business Success In the New Millennium
East Africa Business Development Conference

The BizCATS: Sales & Marketing with the New Technologies
Nat'l Assoc. of Electronics Distributors

Beating the Price Trap!
CONAGG/CONEXPO

Lead, Coach, Achieve!
Lafarge North America Sales Conference

Beating the Price Trap!
ConcreteWorks - The National Ready Mix Concrete Association

Beating the Price Trap: Selling Value in a Transactional World
Valve Manufacturers Association of America

The Value Propositions: Winning Sales by Selling Unique Value
The Customer Relationship Management Conference

Creating New Employment Opportunities for Disabled Individuals
New Hampshire Rehabilitation Assoc. Annual Conference (keynote)

Beating the Price Trap!
Steel Service Centers Executive Conference

Lead, Coach, Achieve!
Bridgestone Tire Executive Dealer Symposium

Little League Sales Management: From Little League to the Boardroom
The Power of Three: Tim McMahon, Tom Peters, Al Reis

The Value Propositions: Winning Sales by Selling Unique Value
Bandag International Dealers Conference

Global Business Success In the New Millennium
Satis 2000 - Sales Strategies for the New Millennium

One-To-One Leadership: The Personal Value Propositions
Association of Ingersoll Rand Distributors

Education

Indiana University
B.A.

Testimonials

Bob Hamm

Tim has an in-depth knowledge of the sales process and how to lead a successful sales team. Tim is exciting and informative as a presenter, and even if you have seen one of Tim's presentations before, you always walk away with fresh ideas and perspective.?

Vance Pool

?I have worked with Tim on three engagements, two of which I hired him, and would recommend him enthusiastically.?

Jarod Goenner

?Tim's power-packed ideas and sales strategies have been instrumental in my success in sales over the short two years in the field. With no sales experience, Tim's inventive and easily utilized trainings and advice have helped me achieve my goals time and again. Thank you Tim!

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