

Victor Antonio

Chief Sales Officer at Sales Influence

Alpharetta, GA, US

Sales Influence - Finding the Why in (How Clients) Buy

Biography

BSEE, MBA Current: VP Sales & Market Development @ Accedian Networks (Carrier Ethernet Market) Past: CEO @ Force, Inc. (Satellite Video Transports) Pres. of Sales & Marketing @ New World Network (Fiber Optic Access & Transport) VP of Int'l Sales @ ADC Telecommunications (Broadband Access Platforms) Product Manager @ ADC Telecommunications (Network Mgmt System & Software) Director of Sales @ Trident Micro Systems (Wireless Trunking Controllers)

Availability

Keynote, Workshop, Author Appearance

Industry Expertise

Telecommunications

Sample Talks

Sales Influence: Finding the Why in (How Clients) Buy

Buying modes and behaviors have changed dramatically over the last decade. New strategies and tactics are needed to engage, influence and persuade today's smart client. Based on research in the consumer behavior area, this innovative discussion will help you as a salesperson (or leader) close more deals (or get buy in).

Education

Illinois Institute of Technology

Electrical Engineering BS

Cardinal Stritch University

MBA Business

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