

Jon Reesman, President, Sales Driven Services, LLC

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Sales Driven Services, LLC specializes in helping professional firms improve top-line revenue growth by providing leads on the front-end and accelerated deal closure on the back-end.

Jon is a seasoned executive with over 29 years’ experience and has assisted firms in top-line revenue growth with an emphasis in providing leadership in business relationship development. His primary responsibility is leading firm management teams in practical sales assistance and providing guidance on how to leverage their practice development time. Jon’s efforts have proven to increase market awareness and assist teams in deal closure with exceptional service. Jon has always been recognized as a top performer in closing deals varying from mid-sized to multi-million dollar opportunities in any organization he has helped.

Jon graduated from Michigan State University with a degree in packaging engineering, and his diverse employment background includes over 16 years in finance and leasing with such companies as CMI, Encore International, AT&T Capital, and GMAC. He spent 3 years in the technology industry with Vincam and Acxiom and over 10 years in the accounting field (Arthur Anderson, PwC, and BDO Seidman). He has been successful in numerous markets including Detroit, Atlanta, Los Angeles, New York City, as well as Europe and Asia. His extensive knowledge in serving the automotive manufacturing industry provides the framework of understanding how to work in a complex environment. Some of the notable clients Jon has worked with include GE, GECC, New York Life, Bristol Myers Squibb, Cigna, Whirlpool, Ford, Pulte, TRW, Federal-Mogul, AutoAlliance International, Compuware, Chrysler, Magna and GM.

Jon is a past Board Member of Financial Executives International, Detroit Chapter; Executive Committee Member of Oakland University Incubator; and Board Committee Member of Walsh College; and has a network of numerous professional services firms & organizations. His credentials include training with Zig Ziggler, Miller Heiman, Neil Rackham, David Sandler, Rick Page,Duke University: *Selling to the ‘C’ Level,* John Wooden and Gene Kranz.

Jon has taught numerous professional sales and motivational courses for various firms and frequently speaks on his favorite topic – *A Winning Formula for Sales Success*. His efforts resulted in recognition as a Sales and Marketing Executive of the Year finalist. Jon’s ability to provide guidance in complex situations often results in buy-in from both client and the firm. Jon’s relationship development methodology results in win-win client/firm transactions that ultimately lead to new revenue and satisfied clients.

Follow-through is one of his greatest strengths.