

Biography

About Brian Porter

I am a life-long learner with a mission of always becoming better and a commitment to maximizing my physical, mental, emotional, and spiritual health. I have been married for 37 years to my beautiful bride, Debby who is my best friend and the wisest person I know. Our daughter Whitney, son Brandon, granddaughter Teddy are the apple of our eyes and last but not least our incredible loving dog Millie completes our family.

Career

“I have been successful in selling, coaching and inspiring business owners, and sales leaders in their quest to achieve their revenue goals.” I have been privileged to work with and for many successful and diverse organizations over the course of my professional selling career that include 3M, Ames Manufacturing/Packaging Companies, Cardinal Health, Concept Services, Cumulus Media, CyberAccess, Ganeden Biotech, GlaxoSmithKline, Kleidon & Associates Marketing, Niche Electronics, RBB, Soft Touch Furniture, The Printery Edition, West Park Direct, and many other companies.

I have successfully generated over \$90 million in revenues across many vertical markets such as biotech, electronic manufacturing, industrial packaging, pharmaceutical, printing, and professional services. I have served in a variety of sales, sales management, VP of sales and marketing, and business development roles.

Selling Strengths

I build deep and lasting relationships through excellent communication skills and deliver results as a proven and accomplished sales leader. I possess a contagious energy that inspires both clients and colleagues alike. Some of the words that best describe me are achiever, competitor, driver, energizer, friendly, humorous, inspirational, intelligent, positive, and resilient.

Education

Wake Forest University – MBA

The University of Akron – BSBA Marketing

Xavier University – College Business Administration - Management