

Brian Dunkel Coaching

COACH & CONSULTANT - BUSINESS, SALES, LEADERSHIP/PERSONAL DEVELOPMENT

"Helping businesses grow from the top down."

www.briandunkel.com



Results:

- Grow sales revenue and earnings
- Mitigate emotional and financial stress - become "unstuck"
- Achieve personal and professional vision and goals

Services:

- Coaching - adviser and accountability partner
- Consulting - assess, recommend, implement
- Training - transfer skills and best-practices

Clients:

- Business owners and executives
- Organizations with salespeople numbering from 1 to 100
- Sectors: healthcare, manufacturing, wholesale & distribution, business services, food & beverage, professional services, and others

Focus:

- Business Development – sell to new customers and sell more to existing customers (more transactions, bigger transactions)
- Sales Process – qualify/covert prospects (leads) into repeat customers through a proven process
- Culture of Value – create massive value to all stakeholders (customers, colleagues, community, suppliers)
- Sales Management/Operations – create sales channels and a system to support sales activities
- Sales Strategy and Execution – assess starting point (Point A), identify destination (Point B), develop a simple, sustainable plan (route), and execute (get moving)
- Sales Training - get and keep the right people and teach them how to win at a top-performing level
- Personal and Professional Development – change minds by shifting the locus of control from external to internal

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