



Alice Kemper

Transform Sales Teams to Out-Think, Out-Sell and Out-Perform the Competition in 30 Minutes or Less per Week

About Me

Alice works with sales professionals and sales leaders to effectively and efficiently close more deals and earn the big bonus checks they deserve. She is co-author of Heels to Deals and her done-for-you Monday morning sales meetings turn sucky sales meetings into ones to engage, energize, and equip sellers to sell more day-in and day-out.

Discussion Topics for Sales Managers

- 3 Surefire Actions to Meet Sales Quotas Consistently
- Turn Sucky Sales Meetings into Ones That Matter
- Hire Right The First Time
- Secrets for First Time Sales Managers

Sample Podcast Interview Questions

- Why is it studies show only 40% of the sales teams are making quota at any given time?
- How is it you think you've hired the perfect seller and then they don't perform?
- What's different for sales managers building a team today than a few years ago?
- What do top performing sales managers do that others don't?

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Guest Appearances

