



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Jim Pancero, CSP, CPAE

Travels from: Texas

Fee Range: \$10,001 - \$15,000

Jim Pancero has the most advanced, leading-edge "business-to-business" sales and sales management training available today. Everything he does is extensively researched and has one bot-tom line focus...to increase an organization's strategic competitive advantage and market uniqueness.

Jim's work focuses on sales organizations with high-priced, large and/or competitively complex products and services. His information-intensive keynote speeches, training programs and in-depth consulting work detail his innovative selling processes and strategies for the new economy and global marketplace.

Even during a sixty-minute keynote, Jim provides the most experienced members of his audience with proven, immediately usable advanced ideas to increase their competitive advantage and enhance their selling processes. His combination of humor and real-world examples evolved from his experience researching and training in over 80 different industries.

Jim has been directly involved in "business-to-business" selling for over 40 years. Six of those years were spent successfully selling the largest computer systems for the Data Processing Division of the IBM Corporation. During Jim's prestigious IBM career he earned several awards including the coveted "Golden Circle" designation annually awarded to the top 5% of their inter-national sales force.

In 1982, Jim founded his advanced sales training and consulting company. As a sales advisor, Jim has conducted over 3,000 presentations or consulting days for 600 companies providing a career average of five events per client. Over 90% of Jim's clients utilize his services more than once.

In addition to his project specific consulting and training activities, Jim will also help you in the design and delivery of in-house sales and sales management training programs. He may also be used to design incentive and compensation programs. Jim is a "hands-on" sales advisor who will take you to a level beyond theory to productivity.

Most Requested Programs...

- Will You Be Able to Attract The Best Millennials to Your Sales Team?
- SWAT Team Selling - Leading Your Team to a Competitive Advantage
- You Can Always Sell More When You Increase Your Sales Planning and Selling Process
- Are You Ready For Your Next Generation of Sales Reps?
- Six Questions to Evaluate the Competitive Marketing Health of Your Business