

## Jeb Blount

**Sales Gravy Founder & CEO & Author**

*"One of the most influential authors and speakers of the 21st Century." – Forbes*

Jeb Blount is the bestselling author of 15 books and among the world's most respected thought leaders on sales, leadership, and customer experience. He transforms organisations by optimizing talent, leveraging training to cultivate a high-performance sales culture, developing leadership and coaching skills, and applying more effective organizational design.

### TOPICS:

- The Five Disciplines of Ultra-High Performance
- Fanatical Prospecting
- Virtual Selling
- The Relentless Pursuit of Yes
- People Follow You
- Motivation, Leverage, Power and the Art of Closing the Sale
- Jeb Unplugged

### LANGUAGES:

He presents in English.

### PUBLICATIONS:

- 2022** Selling in a Crisis
- 2021** Virtual Training
- 2018** Objections
- 2017** Sales EQ
- 2015** Fanatical Prospecting
- 2011** People Follow You

### IN DETAIL:

Jeb is an in-demand speaker and sales trainer who crisscrosses the globe, delivering keynote speeches, workshops, and training programs to high-performing sales teams and leaders. Meeting planners rave about Jeb's ability to keep audiences engaged and on the edge of their seats. His approach to human relationships in the workplace is straightforward, passionate, and entertaining. He equips business leaders with the human relationship tools they need to leverage a diverse workforce to accelerate performance and effect real, lasting change. Leadership. Sales. Customer Experience. It's all human. When your people master interpersonal skills you gain a powerful competitive advantage that transforms your entire organisation.

### WHAT HE OFFERS YOU:

Jeb is known for his unique ability to make complex concepts simple and easy to consume. Jeb transforms organisations by helping people reach peak performance fast and is a trusted adviser to companies and their executives across the globe.

### HOW HE PRESENTS:

He has a unique perspective on leadership, sales and customer experience which he brings to life in his inspirational and incredible talks at worldwide events.