

Jude Acuff Bio

Manard Warren and Associates is recognized as one of the nation's foremost experts in Sales Call Reluctance® training and increasing salesperson productivity. **Creator of the Prospecting To The Top™ training program, Manard Warren is recognized as one of the nation's foremost experts in executive-access training for sales professionals.**

Our company specializes in sales and sales management training, training delivery, training design and development, talent assessment, recruitment services, coaching and train-the-trainers.

Manard Warren and Associates has been in business for over 17 years and partners with companies to help them increase sales productivity and new business sales. Clients include Verizon Wireless, Automatic Data Processing, Time Warner Cable, and Yahoo! HotJobs, to name a few. We find a fit when there is a challenge to motivate the sales force to initiate new contacts (i.e., prospect) more often and more effectively.

According to our clients, for every program we deliver we generally see a 30% increase in new sales appointments per week. Please check out our Results page on our website for more details:
www.ProspectingToTheTop.com.



JUDE ACUFF BIO

Jude Acuff has over 30 years of sales and sales management success. He has had first-hand experience in developing and implementing successful sales and marketing presentations designed to impact your organization and improve productivity.

Jude has managed and directed organizations with sales volumes up to \$400 million, with management responsibility for 125 managers. He has held the following positions from entry-level Sales Representative, District Sales Manager, Area Manager, Regional Manager, Director National Accounts and Executive Vice President of Sales and Marketing.

Jude has facilitated and developed sales training programs for Manard Warren and Associates for the past 6 years including *The Essentials of Sales Leadership™* and *Networking With a Defined Purpose™*. Jude is also certified in *Overcoming Sales Call Reluctance®* and the SPQ*GOLD® sales assessment instrument. He graduated from Memphis State University with a Bachelor of Science Degree in Biology and a member of the Sales and Marketing Executives International.

Located in Memphis, Jude can be reached at Jude@ManardWarren.com.



For More Information, Please Contact:

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