

Manard Warren 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.



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Manard Warren has over 28 years in sales, training and coaching. He has a large client base across the United States providing them with sales and management training, recruiting and talent assessment services.

Manard has spent more than 17 years traveling throughout the country teaching professionals in all fields how to overcome the emotional barriers that often keep them from reaching the goals and success they dream of achieving. Manard coaches and counsels companies, not only to increase salesperson productivity, but also in the assessment, selection and retention process.

Prior to forming his own sales training organization, Manard was the premier Sales Consultant focusing on the selling, delivering and coaching of the *Overcoming Sales Call Reluctance®* program for Bill Grimes and Associates, an international multifaceted assessment/selection, management consulting, and sales and customer service training firm.

After winning the Top Sales Consultant Award every year he worked with Bill Grimes and based on his extensive sales experience in the financial services and HR outsourcing fields, Manard founded his own sales training firm called Manard Warren and Associates in 1996. As the Co-Creator of *Prospecting To The Top™* - his company's premier offering, Manard and his team have positively affected hundreds of sales professionals nationwide.

Manard is a member of the American Society of Training and Development and a graduate of the University of Richmond's Robin School of Business with a Bachelor of Science Degree in Marketing.

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