

# Sean Coyle

Sean Coyle enjoys world-wide recognition as a C-Level executive who embodies the essence of the Sandler™ methodology. Sean is a David H. Sandler Award winner and channels his energy into bringing out the best in top industry leaders from large corporations like Oracle and Mass Mutual and PNC Bank.

He knows all too well that success for Sandler Training and their clients requires getting to the boardroom for a decision, because senior executives know the bottom-line value of a top-performing sales team. To this end, he leads in prospecting, business-development, and account-acquisition.

"The most valuable lesson my clients can take from our relationship," he says, "is to reach decision makers and get to a decision efficiently, whether it be a 'no' or a 'yes'."

He consults with clients from helping to boost their new-account acquisition and overall sales process, strategizing for effective sales-management, to recruiting take-charge salespeople who deploy their talents in these areas and win. The strategies he offers creates measurable growth and increases clients' market shares in their industries.

Sean is a highly sought after and real-world presenter who uses unlimited energy and humor to bring to life the messages he hopes his clients take and consistently use for the entirety of their career.

The Sandler organization has recognized Sean's far-reaching expertise in sales and sales management by admitting him into its prestigious Key Opinion Leaders group. He participates in this body of Sandler's top executives by bringing his expertise to bear on the direction of the worldwide Sandler organization.

On a related note, Sean remains committed to coaching and training new Sandler associates and franchisees in the United States and worldwide. In the last 16 years, he has trained thousands of sales and sales management professionals as well as hundreds of Sandler principles and associates in the art and practice of Sandler™ selling.

Never one to take second place, Sean rounds out his prowess by delivering keynote addresses to business associations, industry groups and corporations here and abroad.

Sean is a Pittsburgh native residing in Upper St. Clair with his wife and three children and is regularly involved in their various scholastic and athletic endeavors. Sean has also been active as member of EO (The Entrepreneur's Organization) and Vistage and has served in various volunteer and leadership positions for the United Way, the National Kidney Foundation, The Magee Women's Hospital 25 Club and the American Heart Association.