

MIKEBOYLE

Podium Introduction



Our next speaker brings a wide range of experiences and expertise to the field of Sales; Sales Management, Sales Training and Team Leadership.

His clients and peers often refer him to, as the “Sales Scientist”, which is interesting given that there is no University for Sales!

From his early career in direct sales, Mike moved into the sales training arena and found a niche that suited his personality and professional goals. The following 20 years have provided him with a wealth of experience in Sales, Marketing and Management roles culminating in the establishment of his company, Banjar Group.

“Banjar” is the Balinese word for community – “*Small communities bound by values and a local brand of communalism*”. Mike’s Banjar is an advisory community of like-minded people committed to positively improving business performance, especially in sales. They are passionate about the art and science of selling!

Mike is committed to helping customers achieve peak performance through superior sales and customer service. His focus is on “the facilitation of sales excellence” through equipping his clients with the vision, skills, tools and plans to ensure sales effectiveness and professional fulfillment.

Mike’s purpose, in his personal and professional life, is to “create environments of potential”.

Please give a warm welcome.....

to Mike Boyle!