

# Richard J Marcus ♦Sales Coach♦Sales Trainer

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**Experienced-Ethical- Effective-Objective-Resourceful-Dependable-Forward Thinking-Supportive**

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## **WHY YOU SHOULD PAY ATTENTION WHEN RICHARD SPEAKS!**

Through a broad base of real world business experience and a deep understanding of the Sales Professional, Richard has developed the skills and knowledge to pinpoint challenges, create solutions and get his clients the desired results.



Richard is able to connect with professionals at all levels –from high performing veterans to rookies –and help them reach their full potential with Sales Coaching and Training.

His vision is to help Sales Professionals, Entrepreneurs and Small Business Owners to reach their full potential. Richard has masterfully blended educational principals, modern coaching techniques and new sales techniques to deliver outstanding client results.

Having been involved with some of the largest and most successful national B2B product launches, Richard understands how to navigate the tough & demanding business called *“Sales”*.

He truly believes an investment in Sales Training and Coaching is the best self-investment a true professional can make.

Richard has improved the business results for many customers in the following industries; Utilities, Food Processing, Manufacturing, Lodging, Health Care, Redistribution, Grocery Retail, Office Buildings, Food Service,& High Traffic.

He is a Professionally Trained Educator, a former Sales Manager, Marketing Manager, National Sales Manager and Market Development Manager. Richard has earned the highest Sales Awards and is a Certified Coach & Sales Trainer.

**So what does this mean to you? It means a dedicated partner on your side:**

- **A Coach that has “walked the walk” and you will benefit from his real world front line experience.**
- **A Trainer that is skilled with a proven track record in business development and personal development.**
- **An Entrepreneur that understands the challenges of small businesses and the issues you face.**

**In summary, it means you’ll have a dedicated partner to help you get results that are lasting, meaningful and profitable.**

<http://www.vuecoaching.com/>