



THE SALES HUNTER

MARK HUNTER

THE SALES HUNTER MINDSET

Prospecting with integrity.
Closing with confidence.

BIOGRAPHY

Mark Hunter, CSP, "The Sales Hunter," is a consultative selling expert, specializing in custom-tailored sales programs that allow businesses to gain the edge they need to compete and win in today's marketplace. Since founding the company in 1998, Mark's mission as "The Sales Hunter" has been to help both individuals and companies dramatically improve their bottom line by growing their top line through increased sales.

Mark spent more than 20 years working in the Sales and Marketing divisions of three Fortune 200 companies. Mark has held sales management roles in teams ranging in size from 20 to 900 members. This level of experience is at the core of every program he delivers each year to thousands of people throughout the country in the areas of Sales, Communications, and Leadership.

Mark offers a lively, interactive style that ties into real-life experiences. He tailors every program to fit the specific needs of each client, thus helping to ensure its success. His client list includes British Petroleum, Mercedes, Kawasaki, God va, Amerisource Bergen, Mattel Toys, Unilever, Sara Lee Bakery Group, and more!

"The Sales Hunter" provides wisdom, motivation, and inspiration every week to sales professionals around the globe. His insightful videos and podcasts are popular downloads on all media platforms, and he has been quoted in numerous magazines and newspapers. His free weekly Sales Tip email is received by thousands of salespeople worldwide. Additionally, many of his articles on sales have been reprinted in some of the industry's leading magazines and business websites.

With a commitment to excellence and a passion for speaking, Mark delivers programs that result in increased sales for his clients.



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TAGLINE

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SPEAKING TOPICS

- Sales
- Prospecting
- Negotiating
- Leadership
- Profitability
- Business Growth