



**Maura Schreier-Fleming** is a versatile, results-oriented speaker, trainer and consultant who has worked with numerous clients to improve sales performance. Maura works with business and sales professionals who want to get better results from their work. Her presentations focus on the skills and strategies that improve sales, teamwork and management. Her clients enjoy her approach that makes learning practical and effective. She identifies sales strengths and gaps and implements solutions for improving sales performance through specific sales training. She has considerable experience with selling and the sales process having spent over 20 years in the oil business. Her customers included Bell helicopter, Northeast Utilities, Georgetown Steel, Stanley Works, General Tire and other commercial customers. She sold over \$9 million of industrial lubricants her last year in the oil business. Her sales work included selling with the sales staff of oil company distributors. Many of these sales professionals worked on commission and her products paid lower commissions. Nonetheless, Maura helping them close business allowed her to become one of Chevron's top salespeople in the country. Maura has a proven track record in coaching sales professionals to improve their sales results.

As a sales catalyst, Maura has designed and developed many highly effective training courses and brings a broad base of experience to her clients and sales consulting.

Her semi-monthly column "Selling Strategies" appears in *The Insurance Record*. She writes the monthly "Street Talk" column for *Jobbers World*. She is a guest columnist with the *Dallas Business Journal* where her column is called Customer Connections. Her articles on selling and busin...

## Maura Schreier-Fleming

### Speech Topics

- Teambuilding
- Sales
- Peak Performance
- Motivation
- Marketing
- Leadership

