



**Tom Searcy** is a nationally recognized author, speaker, and the foremost expert in large account sales. His methods of unlocking explosive growth were developed through years of real-world success. By the age of 40, Searcy had led four corporations, transforming annual revenues of less than \$15 million to as much as \$200 million in each case.

Since then, Searcy founded Hunt Big Sales, a fast-growth consultancy and thought leadership organization. With Searcy's guidance, Hunt Big Sales clients have landed more than \$5 billion in new sales with 190 of the Fortune 500 companies, including 3M, Disney, Chase Bank, International Paper, AT&T, Apple and hundreds more.

Searcy's revolutionary ideas are now more accessible than ever. He is the author of *RFPs Suck! How to Master the RFP System Once and for All to Win Big Business* and co-author of *Whale Hunting: How to Land Big Sales and Transform Your Company*. Searcy writes a daily blog called *Sales Machine* for CBS' Money Watch, and a weekly blog for Inc.com, which have a combined monthly readership of 16 million. He is also a regular blog contributor for SalesCrunch's Sales School and Alltop. Searcy's expertise has been quoted in The Wall Street Journal, Financial Times UK, and Inc. Magazine.

Searcy has also established himself as a nationally renowned speaker. He is a regular contributor to the Inc. Magazine conferences, the Inc. 500/500 Conferences, and Vistage International, the leading organization for CEO thoughtleadership, where he is ranked in the top 1% of speakers. He's also a member of the Million Dollar Speakers Club for the National Speakers Association. Searcy has spoken to more than 5000 CEOs internationally about explosive growth sales.

To book S...

## Tom Searcy

### Speech Topics

- ▢ Sales
- ▢ CEO's



## Testimonials

▢ Tom Searcy's presentation at the 2013 Western Candy Conference was right on the mark. His insights were very powerful and relevant for smaller companies like ours as we try to compete in today's complex environment. We will definitely consider tapping into his expertise.▢

- President, Enstrom Candies, Inc..

▢ Many thanks for your presentation in Seattle! It was terrific and we will no doubt be talking about and implementing many of the smart ideas that you presented in the future! We will also be subscribing to your newsletter, ordering your book and in short, we drank your Kool-Aid! Great to meet you and thanks again!▢

- Managing Partner, APR.