



**Todd Cohen** works with all professionals who want to create a sales culture so that more sales happen. Since 1984, Todd has coached and led sales teams to deliver more than \$700 million in revenue for leading companies including Xerox, Gartner Group, Pensare, Thomson-Reuters, and LexisNexis.

Todd is a frequent keynote speaker at sales conferences and national association meetings and his Sales Culture Workshops™ have been met with wide acclaim. His book on Sales Culture, “Everyone’s In Sales” was published in July 2011 and Todd has hosted his own radio show “Let’s Talk Sales Culture.” He is a professional member of the National Speakers Association, and the President of the NSA Philadelphia chapter, and he serves as chair of the Sales and Marketing group of the Greater Philadelphia Senior Executives Group. Todd is also a regular contributor to the Philadelphia Business Journal.

As the Principal of SalesLeader LLC, Todd Cohen inspires, advises, and builds high performance sales teams that produce outstanding results. He also provides strategic oversight and serves as executive sales coach and advisor to clients ranging from small, rapidly growing start-ups to well-established, large corporations.

Todd is a passionate networker and connector of sales professionals, entrepreneurs, and executives in transition. He is the founder of The Innovators Club, a networking organization dedicated to advancing technology and entrepreneurship. He is co-founder of LinkedIn Live Philly, a networking group for members of LinkedIn to advance their professional networking skills. He has been the co-leader of Career Transitions, a non-profit group dedicated to helping professionals in transition. Todd has been active in the American Cancer Society...

## Todd Cohen

### Speech Topics

- Virtual Keynotes
- Sales
- Marketing
- Management
- COVID-19
- Corporate Culture



## Testimonials

“Todd is a masterful public speaker with unparalleled expertise in building sales culture in organizations. Easily commanding a room while authentically engaging his audience, Todd leads organizations on journeys to new heights of actionable sales knowledge resulting in optimal team-selling effectiveness. Todd utilizes fundamental selling tenets, his own unique insights, and memorable examples, all presented in riveting fashion with generous dollops of coaching and humor to successfully impart his message with his audience. Any organization looking to leverage other parts of the company to maximize their selling effectiveness should talk with Todd.”

- Mark Style, Director of Sales Operations, VERTEX, Inc..

“I have been impressed over and over again with Todd’s passion and commitment to the idea that ‘we’re all in sales.’ He lives and breathes the principles he espouses and has a genuine interest in helping others achieve their goals. He’s an engaging and entertaining public speaker as well.”

- President, Shift My Biz.