



Jeff Thull is a leading-edge strategist and valued advisor for executive teams of major companies worldwide. As President and CEO of Prime Resource Group, he has designed and implemented business transformation and professional development programs for companies including Shell, Siemens, HP, Honeywell, 3M, Microsoft, Citicorp, IBM, Raymond James, and Georgia-Pacific, as well as many fast-track, start-up companies. He has gained the reputation for being a thought leader in the area of sales and marketing strategies for companies involved in complex sales. Jeff delivers:

Take-action motivation  
Profitable "out-of-the-box" ideas  
Content-rich humor  
Bottom-line impact  
Performance excellence

Jeff is a compelling, entertaining and thought-provoking keynote speaker with a track record of over 3,500 keynotes and seminars delivered to corporations and professional associations worldwide. He is the author of four best-selling books for orchestrating the strategy, process and execution of complex sales, including the highly-revised second edition of *Mastering the Complex Sale*. He is also the author of *The Prime Solution: Close the Value Gap, Increase Margins, and Win the Complex Sale* and *Exceptional Selling: How the Best Connect and Win in High Stakes Sales*. His articles are published in hundreds of business and trade publications.

To book Jeff Thull call Executive Speakers Bureau at 901-754-9404.

*"He's a very, very strong presenter who knows how to attract and hold attention. He's clearly a pro."*

*~Director of Marketing*

*"Motivation is the challenge to perform and the belief that success can be achieved."*

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Jeff Thull

## Speech Topics

- ☐ Sales
- ☐ Motivation
- ☐ Executive Speaker

## Testimonials

☐ "Just a brief thank you for your outstanding performance on our satellite broadcast. The response has been unanimous. Your program was highly entertaining, as well as highly informative. It took a real pro to pull this off - you were exactly what the doctor ordered." ☐

- Sales Development Manager - 3M Corporate Marketing.

☐ "I must say your research into our industry, our strategy, our strengths and our weaknesses, paid off big-time. Your message was a masterful blend that hit the unique individuals and cultures represented in our Asia Pacific organization." ☐

- Director - Asia Pacific - Novellus Systems.

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