



Wayne Berry



Wayne Berry CSP* is Australia's own TOP GUN Sales Coach and most in-demand speaker on sales, negotiating and sales management. He is ranked in the top 7% of professional speakers in the world by the USA based National Speakers Association. (*CSP is the highest International Accreditation of the NSA and there are only 42 NSAA CSPs in the world.)

He is a best selling author and one of Australia's best known speakers. His four books, "Negotiating In The Age of Integrity", "How To Get The Best Deal Every Time", "How To Get The Best Sale Every Time" and "How To Lead and Motivate A TOP GUN Sales Team" are now sold in 13 countries.

He speaks more than 200 times each year at conferences around Australia, New Zealand, Asia, and at programs arranged by his TOP GUN Business Academy. This year his seminars and workshops will be attended by more than 20,000 sales and business people.

He is a man with a great deal passion and energy and audiences find him very warm, sincere and easy to relate to. His style is down-to-earth and practical. His strategies are proven, easy to understand, and easy to implement. They produce results FAST. He also speaks a life time of personal experience in sales and business, having started his sales career at age 17 in the computer industry, 34 years ago. His TOP GUN Business Academy evolved his original consulting company founded in 1978. Since then he has worked with, and trained sales people more than 300 different industries.

Topics: Business, Business Development, Motivation, Negotiation, Prospecting, Referral, Sales and Marketing, Sales Management, Small Business

Travels From: Victoria

Fee Range: \$5,000+GST - \$10,000+GST

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