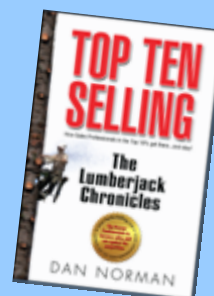


Dan Norman's Sales Expert Qualifications

- More than 25 years of experience in Senior Sales and General Management positions with Fortune 100 companies. Most recently Dan was the Vice President & General Manager of one of AT&T's largest markets.
- Built from "ground up" the first cellular sales organization for AT&T in the Southeast United States and grew it to more than 300 sales representatives operating from 30 sales offices.
- Built and managed large and successful sales organizations for BellSouth (now AT&T) in the United States and in the United Kingdom.
- Experience encompasses all channels of sales including: outside business-to-business, major accounts, retail stores, inside telesales, direct mail, national retail sales support and franchised retail programs.
- While serving as Managing Director for BellSouth's cellular subsidiary in the United Kingdom, Dan built the first national retail distribution program for cellular sales and opened the first 24 hour customer care center.
- Developed and implemented countless compensation plans for all sales channels and designed numerous customer relationship and contact management programs.
- Throughout his career Dan has hired, trained and developed thousands of sales representatives, hundreds of sales managers and dozens of sales directors.
- A sales performance improvement expert who has made a science of understanding what makes for best-of-the-best sales performance. He has cataloged the practices and attributes of the superstars and has broken them down in to fundamental success elements which can be taught.
- Dan is the author of Top Ten Selling, a book about how sales professionals in the Top 10% get to that level of performance and stay there. The book details the proven fundamentals to increase sales and win against the competition.



Book Dan Norman to increase your sales. www.toptenselling.com

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