

## Biography of Jean Giannelli

Since 2000 Jean Giannelli is providing Sales Enablement services to organizations or Business Units based in EMEA.

As a coach, he brings a no nonsense approach to improving the performance of the greatest asset for any business or organization – human capital talent.

With 30 plus years of experience in sales, management and education, he works with the current talents of the individuals or organizations to help them overcome repetitive and costly challenges as they work toward new growth and innovation.

Jean is providing a unique business value by going beyond identifying the problems and helping to create sustainable solutions that generate an immediate positive return on investment.

Jean is a member of the Top Sales Expert team as well as of the following associations:

- Change Consulting
- The Sales Association
- Strategic Account Management Association
- Sales/Marketing VP's & Directors – Software & Technology
- Lean Six Sigma
- Turnaround Management Association

Areas of expertise:

1. Change Management
2. Business Development
3. Sales Process Optimisation
4. Lean Selling
5. Account & Opportunity Management
6. Channel Management
7. Sales Training and Coaching
8. Turnaround Management

Jean holds a Bachelor degree in Economics and a Master degree in Computer Sciences

