



B O B M A R S H



Tech executive

Sales & leadership expert

Driving growth through simplicity



Keynote speaker and sales expert Bob Marsh spent his career in sales and executive leadership. Bob has been a sales leader and CEO, founded two businesses, raised millions in venture capital, sold two companies, and has won and grew business from the world's top brands.

In 2022 Bob was selected as Selling Power's CRO of the Year, and a Top 25 Sales Experts to Learn From. Bob has spoken at industry leading events including Dreamforce, SaaStr, Sales 2.0, and HubSpot's INBOUND and been published in Inc., Entrepreneur, Fast Company, and the Harvard Business Review.

Bob Marsh is a proven tech executive, sales & leadership expert, and speaker who helps companies drive growth through simplicity.



FEATURED KEYNOTE SPEECH

Selling with Simplicity™

The world is getting more complex, not less,
and the more complex it is - the less you sell.

Bob Marsh's Selling with Simplicity™ approach helps companies rethink their customer experience to get to the core desires of today's buyers. He will help you turn simplicity into a competitive advantage so that customers can make decisions faster, and make more of those decisions in your favor.

FEATURED KEYNOTE SPEECH

Selling with Simplicity™



Key Audience Takeaways:

- The formula for grabbing and keeping customers attention so you can uncover more opportunities
- The critical skills for transforming information overload into engines to drive faster decision making and higher win rates
- How to squash the false psychological blockers that inhibit your ability to be more influential so you can sell with confidence
- The mindset shift to lead customers through decisions so you can win more often, and win faster
- The essential qualities to be an elite seller that can evolve and adapt to ever changing customer expectations

A COLLABORATIVE PROCESS

1 Pre-Keynote Research / Interviews

Call with key stakeholders to fully align on event goals, desired topics to address, anything to avoid, etc. Bob will also interview key team members for stories, customization, and pre-keynote buzz.



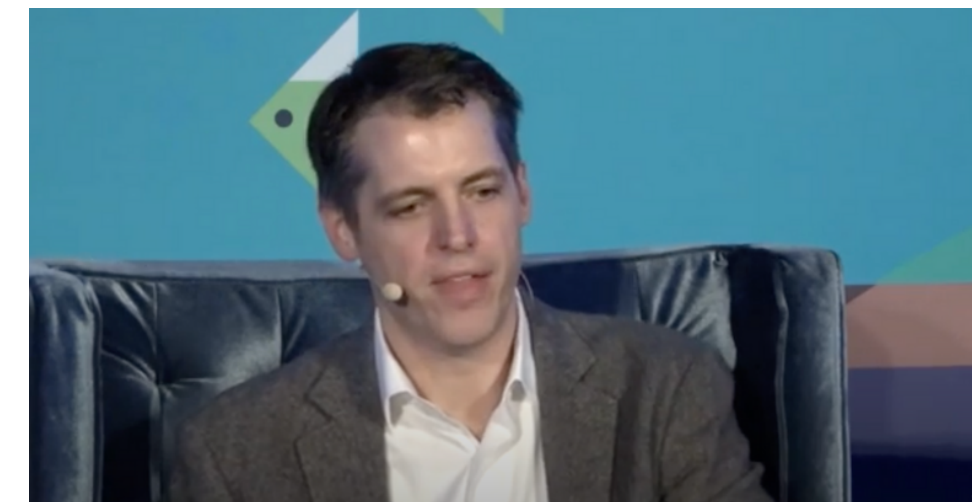
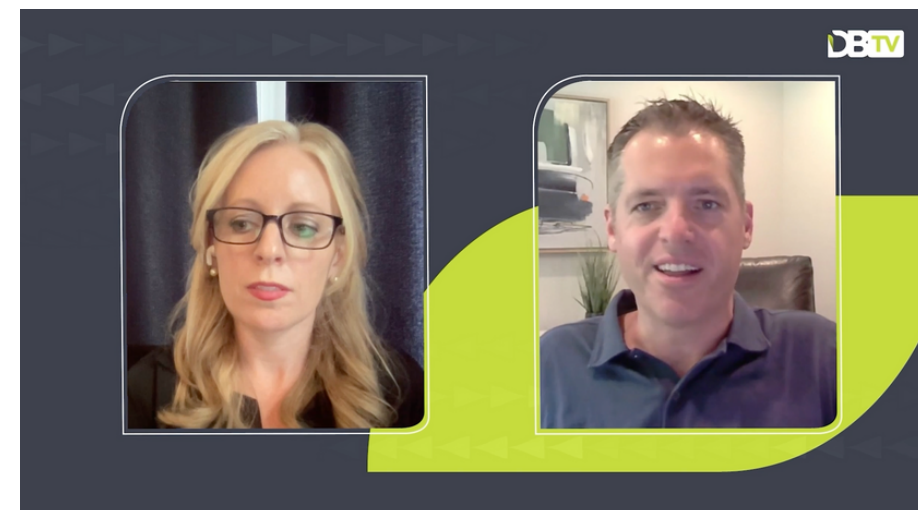
2 Keynote Day!

Bob delivers keynote to share insights and ideas that will entertain and motivate your team to take action so they can immediately drive more results.



3 Post Keynote Review & Reinforce

Post event collaboration which can include meetings with key team members to reinforce topics. This can take the form of calls or Zoom meetings to help team members enjoy lasting change.



CLIENT & AUDIENCE TESTIMONIALS



Bud Denker
CEO



“Bob is a progressive leader who will make anyone stop and rethink their approach. His ideas are thought provoking and most importantly... actionable.”



Todd Goodbinder
SVP Sales



Bob was able to connect with our team right out of the gate - because if you're a salesperson, sales manager, or sales leader... he's been there, done that.”



Jennifer Palumbo
VP Marketing



“Everyone left inspired and armed with ideas to apply right away. Really appreciated the time you took to meet with our planning committee and sales team to prep for your keynote.”



Richard Nelson
CEO



“Bob’s keynote was the exclamation point on our customer sales event! The stories and research were captivating and our audience walked away with actionable ideas to put in place immediately.”



VIDEOS - CLICK IMAGES TO VIEW



Speaker Highlight Video



3 Characteristics of Top Sellers



Maximizing Your Impact



The Power of Options



The Confidence to Speak Up



The 2-Step Close to Win Google

Top 4 Reasons to Book Bob Marsh

As Your Next Sales Keynote Speaker

BEEN IN YOUR SHOES

Bob's speeches are built from deep research combined with hands-on experience as a highly successful salesperson, sales manager, founder, CEO, investor, and senior level executive.

TAILORED FOR YOU

Bob's speech is a perfect combination of proven stories and tools that are delivered in a way that's tailored to your audience. Bob has a unique way to connect with people that builds trust and confidence.

AUTHENTIC AUDIENCE CONNECTION

Bob's personable, engaging onstage presence makes him perfect for everything from the largest conference stage to a corporate office training room.

NO TRICKS & TACTICS

Bob doesn't believe that sales is about trickery or sneaky tactics - those concepts make him sick to his stomach. He believes sales is an act of service - delivering customers what they truly need to win.