



BOB MARSH

Tech executive
Sales & leadership expert
Driving growth through simplicity



Speaking Topics

Selling with Simplicity™

Bob's revolutionary concept of Selling with Simplicity™ is all about putting customers at the center of everything you do, then surrounding them with an engaging, authentic, and action oriented buying experience that drives faster decision-making.

Built from hands-on selling and executive leadership experience, combined with the latest research on influence and B2B customer expectations, Bob will launch your sales team on a journey of creating an elite customer buying experience that will become your company's greatest weapon to capture more market share.

After Bob's powerful message, your team will walk away with a slew of new skills and resources, including:

- 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

[MeetBobMarsh.com](https://www.meetbobmarsh.com)

(248) 890-4736 // bob@meetbobmarsh.com



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Speaking Topics

Leading with Simplicity™

Bob's revolutionary concept of Leading with Simplicity™ is all about putting your team at the center of everything you do, and maximizing employee engagement by aligning your team's daily purpose to maximizing customer success - internally and externally.

Built from hands-on executive leadership experience, combined with the latest research on motivation, the post-pandemic workplace, and job satisfaction, Bob will launch your team on a journey of creating an employee experience that will become your company's greatest weapon to find and retain top talent.

After Bob's powerful message, your leaders will be armed with new skills and resources, including:

- The mindset shift to understand what motivates employees so you can tap into their internal desires to be successful
- A formula to reverse engineering your key business outcomes to provide clear expectations of a job well done
- The playbook for building and launching new initiatives with maximum buy-in and rapid execution
- A system to coach and develop your team with confidence
- The critical skills for building and managing a talent pipeline

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Build a Surround Sound Business™

Bob's game-changing approach of building a Surround Sound Business is all about putting customers at the center of everything you do, and then surrounding them with an engaging, immersive experience that enables faster decision-making and creates deeply rooted, long term customer relationships. Winning and expanding business takes more than an elite sales organization - it takes an entire team that's tenaciously focused on growth.

Built from hands-on executive leadership experience, combined with the latest research on B2B customer expectations, Bob will launch your team on a journey of creating a customer experience that will maximize enterprise value, attract and retain top talent, and optimize growth.

After Bob's powerful message, your leaders will be armed with new skills and resources, including:

- The strategic reset required to transform from an organization that serves customer demand, to one that creates customer demand
- The formula for capturing and retaining customers attention on what's most important so you can win projects faster
- The mindset shift required to arm your clients with insights and expertise so you can uncover more opportunities and increase average order sizes
- How to squash the false psychological blockers that inhibit your ability to be more influential so you can sell with confidence
- A toolkit to get your full leadership team engaged with customers so you can win more often and be more customer centric

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