



KEYNOTER SPEAKER & AUTHOR



TODD COHEN IS THE NATION'S LEADING VOICE ON BUILDING SALES CULTURE.

“EVERYONE'S IN SALES.”

A dynamic, engaging, and motivational keynote speaker, Todd's message is relevant to any organization striving to increase revenue, strengthen relationships, and improve client satisfaction. Using humor and real-life examples, Todd demonstrates how “Every conversation is a selling moment” and how everyone can contribute to the growth and profitability of the organization.

In addition to his sought-after keynotes, Todd's Sales Culture Workshops™ are highly acclaimed and set a new standard for sales education, demonstrating that everyone matters and everyone has a “line of sight” to the client. Using his hands-on and interactive Sales Culture Problem Solving Framework, clients have experienced real breakthrough moments and ways to advance their businesses and themselves.

Averaging 90 appearances per year, Todd's audiences range in size from small groups to upwards of 5,000 people. Unlike traditional “Sales Coaches,” who focus only on sales teams, Todd focuses on the mindset and behavior of selling and successfully and humorously teaches the non-sales professional how everything he or she does impacts the decision-making process. His diverse clientele includes **Subaru of America, Inc., NFL Players Inc., Corning, The UPS Store, Inc., EisnerAmper, The American Institute of Architects, Ernst and Young**, banks and financial service organizations, and dozens of franchises, I.T., and trade associations. Additionally, he has delivered credit-bearing workshops to multiple dental and medical teams.

In 2015, Todd was awarded the title of Certified Speaking Professional (CSP), the highest earned designation awarded by the National Speakers Association (NSA), and he has served in multiple roles on both the local and national levels.

Todd is also the author of two books on sales culture, “Everyone's in Sales” and “Stop Apologizing and Start Selling,” as well as a regular contributor to the Philadelphia Business Journal. In 2018, Todd launched his Sales Culture Toddcast™, which features exciting guests and topics. Todd is also a frequent guest lecturer at area schools, including Drexel University and Pennsylvania State University.



866 515-9445 | TODD@TODDCOHEN.COM | TODDCOHEN.COM