

Jerry Pilkey – Profile

Jerry Pilkey is President of Jerry Pilkey Holdings Inc O/A Selling Solutions. Jerry provides customized sales training workshops and seminars by incorporating a simple philosophy into every session; ***“don’t ever quote price until you have established value”***. Jerry helps organizations grow to greater revenues and profitability by using this training and selling philosophy and through the implementation of the Selling Solutions ***“6-Step Value Selling Process”***.

Jerry offers his clients over 25 years of combined business, sales and sales management experience. As a self employed entrepreneur, he founded and operated City Centre Postal Outlet, the first independent postal outlet in the City of London. After growing annual revenues to over \$1.2M, the business was sold. Jerry’s exceptional selling and managerial skills have been developed over the past 20 years in both the foodservice and transportation industries. He has held positions within both industries from territory management to senior level management with national responsibilities.

As Sales Manager for a major wholesale foodservice distributor, he developed, coached and trained the sales team to ***double digit growth year over year with no compromise in profitability***. As Manager of National Accounts, his team was instrumental in ***winning*** a nationally recognized 7 – concept restaurant chain representing 130 locations and ***a portfolio of over \$65M***.

Most recently as the Vice President of Sales and Marketing for a leading national dental and medical provider, Jerry successfully ***grew revenues and profitability by 11% year over year*** through the implementation of proven selling techniques and fundamentals and a consistent value proposition nationwide.

Having natural leadership and coaching abilities, Jerry has acquired a solid reputation for effective training through the facilitation of value based sales strategies and proven selling methods and techniques. Many of his coaching and training skills have been honed as the ***facilitator of the “Professional Selling” course at Fanshawe College*** in London and the ***author of Selling Solutions Online, an internet based sales training correspondence course***. The course is presently offered at www.thesalescoach.ca

Jerry is an expert in the overall sales process and what it takes to get the customer to ***say yes.....and at your price***.