

# MARKETING & SALES

# CONSULTING & TRAINING

**Dishnow & Associates**

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## Denny Euers

Denny Euers' proven leadership skills in Fortune 500 companies, entrepreneurial small businesses and volunteer organizations delivered planned results by:

- Developing *People* sales and communication skills and creating innovative customer focused teams.
- Enhancing Business *Processes* to improve efficiency of Sales and Marketing investments.
- Improving *Performance* with new market initiatives and Increasing effectiveness of sales organizations.

Success is achieved by using strong interpersonal, leadership and training skills to lead teams in:

- Understanding and Accepting Need for Change
- Market & Sales Strategy Development
- Creating and Implementing Customer Value
- Developing Sales & Communication Skills
- Adapting a proven Strategic Sales Process
- Learning to Sell Total Value of the Organization
- Using Effective Negotiations to Produce WIN – WIN
- Creating Solutions Valued by the Customer
- Implementing Strategic Account Management

Denny Euers will apply his 30+ years experience at Johnson Controls, Yokogawa, the Manufacturing Industry, Engineering and Construction to assimilate with the client's organization and thoroughly understand their needs. Then he will coach, consult, train and create custom programs with the client using proven tools to produce desired results.