

HIGH PERFORMANCE ORGANIZATIONS & SALES EFFECTIVENESS

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Kim Dean

Kim brings real world experience to her consulting & training, after a 22-year career with Champion International. Her corporate career culminated in the vice presidency of sales. Kim's experience leading and developing a world-class sales organization strongly contributes to her effectiveness as a trainer and insights as a consultant. As the Vice President of Sales, she worked both domestically and internationally to transform a commodity based selling organization into a value added team of consultants, start a new business venture in Europe and develop a joint venture with Asian firms to sell into the U.S. market.

As a sales and management consultant, her two key areas of expertise are working with organizations striving to create consultative relationships with their customers and utilizing the total capabilities within the company. Problem solving processes and skills for work with customers and internal teams are a foundation for training. She has assessed the total sales system within an organization to bring alignment to all factors impacting sales performance and enhanced results. This work encompasses sales strategy, skill competencies and training, internal team building and problem solving, management coaching, compensation alignment and performance management. Many assignments focus on training selling skills and the reinforcement of those skills to ensure return on investment.

In addition to her work in sales, many assignments focus on the strategic, organizational, and performance issues underscored by a total company needs assessment. She has worked with firms to create a mission and vision statement, determine the marketing strategy, develop business plans to align and support the achievement of that strategy and create an organization that will successfully execute those plans. She teaches strategic mapping and balanced scorecard measurement systems at numerous universities.

Kim's industry experience includes work with Fortune 100 companies such as JP Morgan Chase, Citicorp, Marsh, Pitney Bowes, and Prudential. The sales environment and challenges are varied among these companies, yet the requirement to develop consultative relationships with their customer is a priority to all. Other industry experiences include process manufacturing and packaged goods.

Kim is a graduate of The Ohio State University, with a BS in Marketing and Columbia University, where she received her MBA. She resides in Westchester County, NY and travels extensively.