

About Your Speaker...

Michael J. Galante is recognized internationally as an expert on sales strategy, sales techniques, sales management and selling skills. As a dynamic speaker, trainer, consultant and author, he is president of Galante & Company International a New York City based firm.

Mr. Galante's material has been published in Sales and Marketing Excellence, Selling Power, Professional Selling Newsletter, Selling magazine, Long Island magazine, Long Island Business News, Mortgage Originator, What's Working in Sales Management, and many others. He has been featured in Selling Power, Newsday, Cable TV, and quoted on many web sites on the Internet. He currently publishes an email newsletter entitled, "The Sales Coach."

Mr. Galante speaks on a regular basis for the American Management Association International, Canadian Management Centre, the Long Island Association, Sales and Marketing Executives International, and Operation Enterprise. He is a Certified Toastmaster from Toastmasters International and has spoke extensively in the United States and abroad.

Prior to founding Galante & Company, Mr. Galante had a successful career in sales, holding executive positions with companies ranging from local entrepreneurial firms to Fortune 500 companies. He has won numerous awards as a salesperson and sales manager and was selected to Long Island Business News's 40 Under 40. An elite group of rising stars in the New York area. Currently, he is serving his second term on AMA's Faculty Advisory Council.

Galante & Company International is a leading authority on face-to-face selling principles, concepts and techniques. They work with sales organizations of all sizes that want to increase their performance and the effectiveness of their people. Clients that have taken advantage of Galante & Company's services include: ABB Support Services, Barrett Paving Materials, Carr Business Systems, CBS/Sharp Electronics, Colas NA, Data Path, Emhart Technologies, FMC – Special Products, Glaxo Wellcome, HBO, Hummel NA, Leslie Digital Imaging, Long Island's United Way, Lucent Technologies, MetroPlus Health Plan, Michelin USA, Mortgage Resource Center, Morton Custom Plastics, Neogen, New Balance Athletic, Pfizer, Phoenix Home Life, Pilz Automation Safety, Ricoh Business Systems, RCA Victor Group, State Farm Insurance, ThermaSys, United States Embassy, Val-Pak, WebEx Communications, and many others.

Michael J. Galante is an energetic and intellectual speaker who is a life-long student of sales and interpersonal skills. He has studied and lectured on these areas for the past 20 years.

For more information contact:

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