



800.766.0462

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www.thesalescoach.com

Michael J. Galante – ‘The SalesCoach’

Occupation: Sales Trainer and Consultant

Experience: 1992 – Present ~ Galante & Company International

President of an internationally recognized sales training and consulting firm offering expertise in:

- Sales Strategy and Process Planning
- Sales Management Systems
- Basic and Advanced selling skills

Client list includes: AMA, ABX Logistics, Brooktrout Technologies, Canadian Management Centre, Emhart Technologies, FMC, Glaxo Wellcome, Hummel N.A., HBO, Lucent Technologies, Michelin, Neogen, New Balance Athletic, Pfizer, RCA Victor, Ricoh Business Systems, ThermaSys, Val-Pak, WebEx, and many others.

1989 – 1992 ~ Peer Group Inc.

Interim Manager sent on temporary assignments across the US to rebuild sales departments. Prepared the division for permanent managers.

- Recruit, train and manage salespeople
- Report directly to senior management

1984 – 1989

Held positions as a salesperson and sales manager in the residential, commercial, and equipment financing industry. Hands-on experience with two Fortune 500 companies managing their retail and wholesales sectors. Successfully secured, developed and maintained major accounts.

Career Achievements:

- AMA Faculty Advisory Council (Presently serving second term)
- Long Island Business News 40 Under 40
- Featured in Newsday, Selling Power magazine, Sales and Marketing Excellence magazine, Cable TV, the Internet and others
- Award Winning Sales Manager and Salesperson



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Member and Speaker:

- American Management Association
- American Society of Training and Development
- Sales and Marketing Executives International
- Toastmasters International

Areas of Expertise:

- Basic and Advanced Selling
- Value Added Selling
- Contract Negotiation
- Sales Management and Coaching
- Listening and Communication
- Adult training and development