

Janice B Gordon, The Customer Growth Expert:

Janice B Gordon, The Customer Growth Expert, is the catalyst for transformative growth, a beacon of innovation in the world of sales leadership, and a powerhouse in driving exceptional customer experiences. Elevate and empower your audience with the insights and energy of Janice B Gordon.

Janice is your beacon of innovation in the world of sales leadership and CEO strategy. With a profound focus on transforming the very essence of sales, retention, and customer growth, Janice ushers in a new era of excellence.

Her presentations are more than just expert sessions; they are high-energy, eye-opening experiences. Janice does not just challenge conventional thinking about sales; she shatters it. Janice shares practical strategies that redefine buyer engagement and target specific business outcomes for exceptional growth.

Janice's clients often say, "no one has asked me that before or I have not thoughts about it that way." Janice's superpower is to help her clients make connections they have not seen before because of her keen questioning and curiosity and ability to connect.

Suggested Topics:

- Scale Your Sales: Closing the Gap in Your People, Process, and Customer Growth Strategies.
- Customer Growth: Enabling Buyers to Buy and Creating Experiences Customers Crave.
- Sales Efficiency: The Art, Science, and Magic of Sales Excellence.
- Diversity in Sales: Futureproofing Your Workforce to Boost Customer Engagement and Revenue.

Suggested Questions:

- What are the trends in buyer behaviour that modern sellers need to know?
- Why is hiring sales professionals so problematic and how can guarantee hiring success?
- How can you fast track sales team success?
- What is the common mistake that sales leaders make in developing the modern sales team?
- How the Scale Your Sales Framework accelerates revenue growth and customer satisfaction?
- Why is diversity in sales a way of future-proofing your revenue?

Other Information:

Her remarkable literary contributions include *"Business Evolution: Creating Growth in a Rapidly Changing World"* and the co-authored *"Heels to Deals: How Women are Dominating Business-to-Business Sales."*

Awards and recognitions further validate her status as a thought leader. Janice is listed among the "Top 50 Global Thought Leaders and Influencers on Customer Experience," "150 Women B2B Thought Leaders You Should Follow," and the "LinkedIn Sales 15 Innovating Sales Influencers to Follow."

Testimonial: Meridith Elliott Powell- Award-Winning Author and Business Strategist

"I found Janice and her approach to sales and business growth to be so innovative and unique. She is a customer growth expert who has an incredible talent for assessing, reviewing, and finding the hidden opportunities in your sales process. If you are looking to take your organization and your team to the next level, then I highly recommend you tapping into the talents and gifts that Janice B Gordon has."

Pronounce: **Ja-nice Gor-don**

For podcast/video calls, Janice has a high-quality quiet garden studio office with HD camera and Rode NT USB microphone lighting and backgrounds.