



**Tom Mangini** is Founder and President of The Sales Advisory Board. Over a successful career with experience in several industries, it became increasingly evident to him that two large gaps or holes existed in the sales sector for individual salespeople, leadership, venture capitalists, management, entrepreneurs, and companies of all sizes ranging from start-up companies to Global 2000 organizations.

In an effort to make a substantial and lasting impact in the marketplace, Tom formed The Sales Advisory Board in 2005 to serve the business community at large.

Most recently, Tom served as Vice President of National Accounts for Manpower, a leading Fortune 100 workforce management company, and he is also serving as Founding Editor of "The 1<sup>st</sup> Meeting," an online sales training resource and mentoring portal for sales professionals.

Tom worked for several years as a high-level consultative salesperson in business development selling to C-level Executives, Procurement, HR and IT professionals in myriad industries utilizing a consultative selling approach and solution selling principles. In addition, he has spent half of his career working with large companies, and the other half working with start-ups and small to medium-sized businesses. This includes working with government agencies, education and non-profit organizations. Tom has experience negotiating multi-million dollar contracts and has achieved record-setting accomplishments in both sales and sales management. Moreover, Tom has won numerous awards in sales and sales management including Rookie of The Year, Circle of Excellence, President's Club and Top Sales Margin.

In his largest sales leadership position with Insperity, a New York Stock Exchange HR outsourcing services provider, Tom served as Regional Vice President of Sales in the Southeastern United States and was responsible for a region of (9) sales offices with over 100 direct and indirect reports; including sales, management, training, operations and client services. His region generated \$250 million annually and was #1 in gross profit under his direct sales leadership.

Tom attended Junipero Serra High School in San Mateo, CA and the University of San Francisco where he majored in Business Management. In addition, Tom received an Executive Leadership Certification from Stanford University. He is professionally trained in sales, management, consulting and leadership from Dale Carnegie, NRI, Miller Heiman and Solution Selling. Tom has been a guest speaker and has also been featured on several business radio programs. Moreover, he has been interviewed by several business publications such as the Silicon Valley Business Journal, Business Week, Investor's Business Daily and the San Francisco Business Times. Most recently, Tom was selected to the 2012 International Who's Who of Business Professionals.

Tom has consistently led sales, operations and service teams to achieve superior results that collectively surpass corporate expectations. He utilizes his unparalleled experience, instinct, track record of success, business acumen, vision and progressive skill set to increase organizational profitability through collaborative leadership.

Tom says his main area of business focus is sales, management and leadership with an emphasis on the individual sales and sales management professional as well as the development and success of the sales organization as a whole.

Tom works with CEOs, Presidents and Executive Vice President's of Sales in companies ranging from VC backed start-ups to Global 2000 companies. Tom estimates, he has been part of the hiring process, trained and mentored over 500 sales, service and management professionals throughout his career. He has built and managed 48 sales and service offices in 39 markets including two national sales organizations from coast to coast.

This includes building and revamping sales and service teams, sales and service offices, sales regions and national sales organizations from top to bottom. Tom is a progressive and highly accomplished sales leader and consultant who has made a substantial impact on corporate sales and service initiatives in myriad industries and companies.

Some of The Sales Advisory Board clients include: GE Capital, Sun Microsystems, Bear Stearns, Taleo, Wells Fargo Bank, Microsoft, DBM, Salesforce.com, Intel, SkillSoft, ADP, Mercer Consulting, Kelly Services, State of California, Paychex, IBM, Manpower, CPS HR Consulting, Gevity HR, Kimco Staffing, Experian, Techlink, Dun & Bradstreet and Bank of America.

Tom Mangini is considered a "Subject Matter Expert" (SME) in sales and sales leadership although he will be the first one to tell you that the pathway to success is always a work in progress, and the learning never stops. His diversified sales, leadership, consulting, management and business background is of the highest caliber.

According to the well-known publication Investor's Business Daily... "Tom is definitely one of the most respected authorities on sales and sales leadership in the United States without a doubt."

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