



Tom Mangini is founder of The Sales Advisory Board. Over a career spanning two decades 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 a start-up business to a Fortune 500 company.

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

Tom Mangini is an entrepreneur, author, sales and leadership professional with over 20 years experience in sales, sales management, training, leadership, coaching and consulting with companies ranging from start-up to Fortune 500; including Lanier Worldwide, Administaff, Southwestern Bell, GE Capital and Bear Stearns to name just a few.

In 2008, he served as Regional Vice President of Small and Emerging Markets for a publicly traded human resources outsourcing provider in the PEO industry. Tom was in charge of (9) sales and service offices, including (5) General Managers, (2) Sales Managers and (2) Client Service Directors with (85) reports total. His region closed the largest sale in the company's history under his direct leadership, representing over \$75,000,000 in annual revenue. Tom also took the region from last to #1 in the company in under 1.5 years.

Tom worked for several years as a salesperson in business development selling to C-level Executives, Purchasing, HR and IT professionals in myriad industries utilizing a consultative sales approach with sales cycles ranging from one week to one year; with an emphasis on selling (ROI). Tom has spent half of his career working with large companies, and the other half working with small to medium-sized businesses. He 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 management including Rookie of The Year, Circle of Excellence, President's Club and Top Sales Margin.

Tom has extensive management experience with start-up, single and multiple-branch sales operations, and he has significant experience building sales offices from the ground up; including go-to-market strategy, national sales force expansion, compensation plan design, product launch, change management, marketing and full P/L responsibility. He also has substantial experience and expertise in redesigning, retooling and rebuilding sales organizations from top to bottom in a sales leadership capacity.

In his largest management position with Administaff, an HR outsourcing services provider, Tom was responsible for a region of (8) sales offices with over (100) direct and indirect reports, including sales, management, administrative, marketing, training, operations and customer service. His region generated \$250 million annually and was #1 in gross profit under his direct leadership. His industry experience in sales and management includes human capital, coaching, staffing, business services, copiers, wireless communications, marketing, eCommerce, eLearning, SaaS, consulting, training, CRM, HRIS and ATS. Tom's outsourcing experience includes facilities management, BPO, RPO, professional services, human resources, print management and business services.

Tom estimates he has directly hired or been part of the hiring process for over 250 employees; including sales, management, consultants, marketing, training, administrative, operations and customer service personnel.

His past and present associations include Toastmasters International, TAB, The Entrepreneurship Institute and TEC. Tom attended the University of San Francisco, and he received an executive leadership certification from Stanford University. He is professionally trained in sales, management and leadership from Dale Carnegie, NRI and Miller Heiman. He is a published author, and he has been featured on numerous business radio programs. Tom has also been interviewed for several publications and is quoted in numerous periodicals such as the Silicon Valley Business Journal, Business Week, Investor's Business Daily and the San Francisco Business Times.

He has consistently led teams to achieve superior results that collectively surpass corporate expectations by utilizing his unparalleled experience, track record of success, business acumen and progressive skill set to increase organizational profitability through collaborative leadership.

Tom's main consulting focus is sales, management and leadership with an emphasis on the individual sales and management professional as well as the sales organization as a whole. His diversified background in sales, leadership, sales management, training, coaching and consulting is of the highest caliber.

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THE SALES ADVISORY BOARD