

Jim Ryerson

Jim Ryerson is the Founder and Chief Acceleration Officer of Sales Octane, Inc. He believes that there is no better time for Great Companies and Great People.

He started his selling career with one of America's most admired corporations that was ranked among the top 25 sales forces in the country by Sales and Marketing Magazine.

After a successful selling career, Jim launched Sales Octane and began using his gifts to train sales forces globally. His presentations combine the psychology of selling with the fundamentals of selling to equip sales professionals with the skills needed to succeed. Referred to as Mr. "Likability", Jim has created a formula for Sales Success that leverages the natural strengths and talents of sales professionals to create selling machines.

Jim is the author of four books: First 100 Days of Selling and First 100 Days of In-home Selling, Selling by THE BOOK Today; Timeless Wisdom in a Referral-based World, and EXECUTE: Selling in a Distracted World (available February 2019).

Jim's most recent endeavors include producing custom sales training videos where he infuses Sales Octane's hyper-focused approach with client specific language. This blend maintains the look and feel of the hyper-focused sales training videos on the Shot of Octane™ app and allows clients to use Octane Selfie™ to train and accelerates Sales performance.

Sell Smart, Sell More!

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