

## Marc Wayshak Speaker Bio

Marc Wayshak is a sought-after sales keynote speaker who has trained thousands of salespeople across the globe. His company, the Sales Insights Lab, leads the industry in data-driven sales coaching, training, and mentorship. Marc's Sales Insights Method™ utilizes today's most innovative, science-based tools for selling. His clients have grown their annual sales by more than \$100 million to date.

LinkedIn designated Marc one of "15 Influential Sales Professionals to Watch" in 2019. His sales strategy channel on YouTube hit 140,000 subscribers in 2022, with viewership growing daily.

Marc has also published two sales bestsellers, *The High-Velocity Sales Organization* and *Game Plan Selling*. In 2023, he will publish his third, *Sales Conversations, Mastered*. Audiences around the world learn from Marc via his regular columns in renowned publications, including *HubSpot*, *Entrepreneur, Inc.*, *Huffington Post Business*, and *Fast Company*.

As a speaker, Marc combines humor, storytelling, and hard-earned expertise to motivate and connect with audiences. His keynotes are steeped in the latest, most powerful data on what's actually working for top performers today in sales.

Marc routinely analyzes cutting-edge research on selling—and then applies the takeaways directly to help his training participants gain real-world results.

Past events include keynotes for world-leading companies such as Siemens, Goldman, Lenovo, and Marriott.

Outside of sales, Marc kiteboards around the globe, plays rugby, and travels extensively. His true passion is making a positive impact on the lives of salespeople, every day. Marc received a BA in social sciences from Harvard University and an MBA from the University of Oxford.