

## Marc Wayshak Speaker Intro

*(Please feel free to edit for time, clarity, or relevance to the meeting)*

**Marc Wayshak has trained thousands of salespeople throughout North America and Europe.**

Marc is author of two best-selling books on sales, *The High-Velocity Sales Organization* and *Game Plan Selling*. His forthcoming book, *Sales Conversations, Mastered*, will be published in 2023. His fresh take on sales reaches a global audience through regular contributor columns in publications such as *Inc.*, *HubSpot*, *Fast Company*, *Entrepreneur*, and *Huffington Post Business*.

In 2019, Marc was named by LinkedIn as one of “15 Influential Sales Professionals to Watch.” He also hosts a popular YouTube channel on sales strategy, which was recognized by YouTube in 2021 for hitting the 100,000-subscriber milestone. As of 2022, that number was 140,000 and climbing.

Marc is committed to analyzing the best available sales research to understand what really works in today’s selling world—and then helping his audiences achieve tangible, on-the-ground results.

He has delivered 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.