



Marvin Montgomery

Sales Training Consultant

Marvin Montgomery is a Sales Training Consultant at ERC where he has assisted hundreds of organizations in improving their productivity. In doing so, he has earned widespread national recognition and praise. It stems from Marvin's informative, practical and stimulating programs that reflect his basic philosophy: preparation and practice are the keys to sales success.

For over 30 years, people who have heard Marvin speak or who have participated in his training programs consistently praise him. Marvin speaks from experience. As director of sales for one of the country's largest jewelry chain leaders, Marvin trained over 1,200 associates in 95 stores. With that background, he has applied his compelling training to the benefit of employees of all industries that are providing a product or service to their customers.



Marvin's captivating presentation emphasizes the same tried and true techniques that have assisted hundreds of organizations meet or exceed their sales goals. It's not the same old sales training message. Marvin's message will prevent those who experience it from ever using outdated training methods of "trial and error" or "learning by doing."

Marvin's audience crosses all service and product industries. Marvin's clients describe his presentation style as "motivation with substance."

Marvin can customize a talk or training program to fit your sales objective and can bring them on-site to your organization. He also gives frequent public workshops and presentations for chambers and associations.

Among his many accomplishments are:

- Over 30 years of sales training experience
- A consistently outstanding track record from stock boy to training director
- Two years as Vice President of *The Robinson Group*, a consulting and venture capital firm
- Author of *Practice Makes Perfect: The Professional's Guide to Sales Success*