

Nicholas Harrison

Delivery Consultant and Sales Performance Expert



- Sales Performance
- Helping Clients Succeed

Nick Harrison is a senior consultant with the FranklinCovey Sales Performance Practice. He draws on 25 years of selling and management experience in both U.S. and international markets to help sales professionals raise the bar of their performance. He is a strong advocate of Demand Creation selling capabilities – in addition to Demand Management skills – and has a passion for transferring state-of-the-art critical thinking and dialogue skills to others who operate in complex selling ecosystems and decision-making environments.

Nick is totally committed to real-time application of Helping Clients Succeed™ skillsets beyond training events, providing sales leadership expertise to advance deals, extricate teams from selling quagmires, and vaccinating sales teams against pipeline fiction. His roster of clients includes Microsoft, PwC, Accenture, Pepsico, Citibank, HP, Bupa, AkzoNobel, Levi's, Panduit, among others.

Nick's international and multicultural business experience provides a unique perspective. Early in his career, he was a Latin America sales and marketing director for a multinational entertainment industry leader. He sold in and led groundbreaking industry trends across the region, increasing revenue on royalties by 24% in highly adverse economic climates. As a Europe vice president of marketing for a global Fortune 100 consumer products company, Nick excelled in a complex business environment of differing objectives, opinions, cultures, and agendas, achieving partner buy-in to strategic plans for key initiatives, and leveraging in-depth knowledge of partners' businesses to execute at tactical levels. Later on, as an entrepreneur, he established a successful sales and marketing consulting firm, managing the firm to profitability year 1 and increasing profitability by 32% year 2.

Nick is inherently international with his British and Mexican background. He is bilingual (English/Spanish), and has working knowledge of Portuguese and French. He holds a BA (Honors) in Latin American Studies from the University of London, UK, and an MBA from Columbia University, Graduate School of Business, New York. He currently lives in San Antonio with his theater-director wife and three (very loud and active) sons.

To schedule Nicholas Harrison
Call **1-888-554-1776**