

Scott Savage

Sales and Leadership Consultant



Topics

Sales Performance

Bringing thought leadership, consulting, and training to the world of sales and sales leadership, Scott Savage helps businesses achieve greater goals in sales and revenue.

Scott Savage is a senior consultant for the Sales Performance Practice at FranklinCovey. For the past 31 years, Scott's focus has been leading, advising, coaching, and training tens of thousands of business development professionals at many of the world's largest professional services, high-tech, and manufacturing institutions.

Numerous organizations of varying sizes have benefited from Scott's expertise. His client list includes Accenture, Arthur D. Little, Booz Allen Hamilton, Booz & Company, Computer Associates, Crowe Horwath, Deloitte, EKA Chemical, Hewlett Packard, Hitachi Consulting, KPMG, Microsoft Corporation, Motorola, Nike, Oracle, Panduit, Quest Diagnostics, Siemens, Symantec, Texaco, Underwriters Laboratories, Verizon, Visa, and Whirlpool.

Scott spends his time creating and delivering training, that will help sales professionals achieve their goals. His functional areas of expertise include prospecting, business development, client needs assessment, negotiation, objection handling, and closing strategies.

Accomplishments

- B.A., Speech Communications, Brigham Young University
- M.A., Public Administration, Brigham Young University's Marriott School of Management
- Senior Consultant, FranklinCovey

To schedule Scott Savage
Call **1-888-554-1776**