



**Nathan Jamail** is the author of three best selling books, “The Leadership Playbook”, “The Sales Leaders Playbook” and the “The Sales Professionals Playbook” although he will tell you he is not a writer, rather a business leader that writes books for business leaders.

Nathan spent the last two decades helping and coaching leaders and organizations on how to build winning cultures and helping great leaders become great coaches. Nathan’s passion and enthusiasm are said to be felt in every one of his keynotes and workshops. Nathan understands the difficulties that many leaders face in balancing the job of running the business and developing employees. As a business leader in Corporate America and a small business owner for over 20 years, Nathan has a great deal of personal experience in the role of a leader and a coach. Many fortune 100 companies will tell you that Nathan Jamail’s coaching principles and books have become the core of their business and leadership principles. Some of the companies Nathan has worked with are Cisco, Georgia Pacific, Transperfect, Enterprise, JQH Hotels, The U.S. Army, FedEx, Sprint and many more.

## Testimonials

“Nathan Jamail conducted a Sales Leadership training for 45 sales and engineering leaders. The Sales Leadership training would be better described as a highly interactive engagement with a continuous exchange of thought provoking ideas. Through entertaining and relevant dialogue, Nathan challenged the leaders to evaluate their leadership approach in terms of expectations, coaching/practice interactions, fostering a positive environment and continuously hiring and cultivating great talent. Nathan was able to maintain engagement and participation throughout the 6 hour session through high energy, fast paced dialogue and interactive exercises. The training was extremely valuable to the leadership team by creating a consistent set of leadership expectations, introducing common terms and increasing leadership collaboration.”

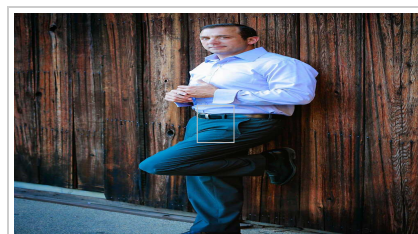
- Cisco- Area Vice President.

“During my career in sales leadership, I have come across a lot of material by book and/or internet about running successful sales organizations. Nathan Jamail’s Sales Leaders Playbook/The Sales Professional Playbook made me think about not only what kind of sales leader I have become, but also how to continually “up your game” keeping the edge in a highly competitive business. Nathan’s approach to running a successful sales organization focuses on the culture, practice and accountability. It replaces the sometimes “academic answer” from many books and speakers to experience, “hands on” approaches to creating winning sales teams. I’ve heard Nathan speak at least a half dozen times to audiences. His passion around sales leadership is off the charts! Nathan can speak the language of sales leadership because he has sold just about everything under the sun. He has not only sold products and services, but he’s been responsible for leading successful sales teams. Nathan’s approach and material has transformed me as a sales leader. In my 20 years of sales leadership, I feel

### Nathan Jamail

### Speech Topics

- Virtual Keynotes
- Teambuilding
- Sales
- Motivation
- Leadership
- Innovation



that I'm on the "top of my game". I refer to Nathan's book, which is highlighted, tabbed and dog-eared weekly to review a chapter refreshing my approach with my team. Nathan is a favorite guest among my group and his leadership sales practices work!"

- Vice President of Sales, State Farm.

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