



Dr. Joachim de Posada is a highly qualified management consultant based in Miami, Florida who is fluent in English and Spanish. He is recognized as an international business speaker specializing in sales, management, leadership and team building having worked in more than thirty countries and the United States.

Some of the companies he has conducted sales and management programs for include Verizon, Pfizer, Amadeus, Royal Dutch Shell, Medtronic, Kodak, Xerox, Kimberly Clark, SmithKline-Beecham, Continental Airlines, Cargill, among others.

Joachim has over twenty-five years of practical experience. From a paper route selling The Miami Herald, at age 13, to obtaining a major account transacting three billion dollars, he has sold or taught sales people in many industries.

Serving as Sales Director, Learning Systems Division of Xerox Corporation based in Stamford, Joachim had the best research in the industry available to him and participated in the development of some of the most successful sales training programs available today.

As an adjunct professor at the University of Miami, he created the curriculum for the University's Sales Institute and is a highly regarded lecturer at the University.

His motivational methods have been so successful that they have been transferred to the sports world. In the past he has been a consultant in Sports Psychology for the NBA's Milwaukee Bucks, Puerto Rican Professional teams and more recently he has been involved with the Los Angeles Lakers and the Panamanian Olympic team.

This combination of Academia, Corporate, and Sports has given Joachim a unique perspective in putting proven principles to work to motivate and inspire people to new levels of exc...

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Speech Topics

- ☐ Teambuilding
- ☐ Personal Growth
- ☐ Motivation
- ☐ Management
- ☐ Inspiration
- ☐ Diversity

