



STEPHEN STEERS

CEO | ENTREPRENEUR | SPEAKER

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Stephen's Story

Hi I'm Stephen!

They don't teach you sales in school. They don't teach you how to be confident. They don't teach you how to be out in the world and how to make a way for yourself. But that's what I'm here for.

I love to see the lights go on in my clients' eyes when they realize they can do this. They can change their lives. They can turn their unique vision into lasting financial success.

I've consulted, advised and led workshops for more than 750 companies from 30 countries. I've helped clients generate millions of dollars in revenue. And I've learned that, sure: the skills I teach bring financial success. But they can also have a positive impact on every other aspect of your life.

So, I'm here to change the game. I'm here to make sales compelling, interesting and even fun. And I'm here to listen to you, to empower you and give you the confidence you need to win.

Forget everything you think you know about salespeople. Effective sales is about listening, learning and connecting through stories. **Stories close the sale, never the conversation.**

Education

Wake Forest University

Degree: Media Studies,
Minor in Journalism

Expertise

- Social Selling
- Marketing for Sales
- Remote Work Best Practices For Managers & Employees
- Storytelling for Leadership

Mentor to Domestic and International Startups

& etc.

I have a 2+ Hour morning routine that includes: meditation, writing, reading and exercise.

**Author: Superpower
Storytelling**

**I am fluent in English,
Spanish, and Portuguese**

SPEAKING EXPERIENCE

Startup / Corporate

- Google
- Betaworks Studios
- Nike
- Stacklist
- Dynamite Circle
- Betaworks
- Founder's Friday NYC [Organizer, Host]
- Digital Undivided
- Entrepreneurs' Organization [NY]
- Microsoft for Startups
- Ramp Up Labs
- WeWork Labs
- Lumiere Sciences

International Chambers / Agencies/ Academics

- Parallel 18 - Puerto Rico - [Speaker/ Mentor]
- Belcham - [Speaker/ Mentor]
- Innogate Turkey - [Speaker/ Mentor]
- Nordic Innovation House - [Speaker]
- OK Thess - [Speaker/ Mentor]
- Capital Innovators Accelerator - [Mentor]
- HEC Paris - eMBA Program - [Speaker/ Mentor]

 


Entrepreneurs'
Organization



 **INNOGATE** | INTERNATIONAL
ACCELERATOR




RAMP-UP LAB













SPEAKING TOPICS & WORKSHOPS

All topics are available as 1 hour keynotes,
half-day or full-day workshops.

- **Building and Coaching a non-salesy Sales Team**

This workshop outlines how to approach scaling your B2B sales organization for success.

- **Your Next customer in 3 questions or less:**

This workshop breaks down the 3 essential questions you need to win your next customer

- **Cntrl-Alt-Qualify: Fighting The Wilds of the Qualification Process**

In this training, we'll cover the 5 key areas of the qualification process that you can put into your business right away to increase close rates and win more long term customers.

- **The Brush Drop**

Breaking down lessons in lead generation from street vendors all over the globe. We discuss how to deploy pattern interruption and micro-commitments to build rapport and create context when generating leads.

Additional Workshops available on request.

Stephen is a true sales leader. His sales skills, sales leadership qualities are second to none. Stephen was one of our Sales speakers in NYC and San Francisco. He teaches and mentors our entrepreneurs from Europe regarding their sales strategy for the US Market. His professionalism and strategic vision make him a big support for any startups looking to scale. He is action-oriented! He is one of those individuals who - no matter the assignment gives all his energy to ensure the most successful outcome. I truly look forward and hope to work with him again.

Marie Frochen - Co-Founder and Managing Director, Ramp-Up Lab

Stephen gave an outstanding presentation at our quarterly conference. The topic was "Pricing Your Product + Negotiating Advice" - not an easy topic to make informative, exciting and actionable. Stephen made his presentation all three of those things. I highly recommend him as a speaker and an inspiring, smart sales leader.

Amanda Moskowitz - Founder & CEO at Stacklist

For bookings and more information, contact s@stephensteers.com