

## **John E. Flannery - President**

With 20 years of sales, sales management, and business ownership experience, John has an executive, managerial, and front-line understanding of how sales organizations should run. After 10 years in Fortune 500 companies, including Pitney Bowes and Nextel, he founded, built, and sold his own business in the wireless industry. As the lead sales executive in North America for a multinational organization, John drove the implementation of sales process into that company. His experience in these capacities gives him the ability to develop specific training programs and design the necessary supporting implementation services to help companies maximize their investment.

He is a graduate of San Diego State University with a BS in Business Administration, emphasis in Marketing, and he currently sits on the Advisory Board for the Sales Excellence Program at SDSU.

Flannery Sales Systems help companies to define and implement a repeatable [sales process](#) that is aligned with your target market's purchasing habits

Our sales training program, implementation planning, follow up services, tool creation, and technology integration will help you increase sales, expedite the sales process, and reduce the cost of sales by helping your organization become more CustomerCentric®.

The sales training program, implementation planning, follow up services, tool creation, and technology integration will help you increase sales, expedite the sales process, and reduce the cost of sales by helping your organization become more CustomerCentric®. With this comprehensive sales training program, implementation planning, follow up services, tool creation, and technology integration will help you increase sales, expedite the sales process, and reduce the cost of sales by helping your organization become more CustomerCentric®. With this comprehensive approach, you will establish and maintain a high performance sales culture.