

Jeanne Boyer Roy

Applying the Proven ValueSelling Framework to Optimize Sales Results and Revenue Growth

ValueSelling Associates

Harvard University Graduate School of Education



Vice President of Sales

Company Name ValueSelling Associates

Dates Employed Oct 2015 – Present

Employment Duration 2 yrs 5 mos

Location Nationwide and Around the Globe

ValueSelling Associates is a global company that helps your sales team with a stand out sales performance that is unmatched by other consultative sales training organizations.

Are you winning sales based on price and not on value? Are your sales teams struggling to reach key decision makers? Does emotion or procrastination hinder your sales team's performance? Thinking about how to best to communicate your sales activities to improve productivity? Are your reps selling on value? Not sure how to do this, or where to turn?

I am passionate about helping sales leaders and their teams to achieve the most productive results possible by shortening sales cycles and making them simpler.

ValueSelling Associates is the creator of the ValueSelling Framework[®], a sales methodology aimed at optimizing the sales process. We take a change management approach and go beyond sales training initiatives. Our customized blended learning instruction with on-line and instructor led workshops feature a tailored curriculum developed specifically to enhance your competitive advantage.

Our global reach demands that we speak your language and our programs are available in Chinese, Korean, Japanese, Dutch, English, French, German, Italian, Russian and Spanish.