

Speaker's Profile

Michael AGUILAR - SPEAKER

Full name

Michael AGUILAR - SPEAKER

Known for

THE SALES EXPERT

Topics

Effective Sales Techniques, Leadership & Motivation, Personal Impact & Effectiveness, Persuasion and Influence, Sales

Language

English, French

Fee range

3.000 - 10.000 €



Michael Aguilar, Born in 1965, is a **writer, sales specialist, entrepreneur, and a highly sought-after speaker**. Having studied business studies and management at Insec business school in Paris and the University of California at Berkeley in the United States, Michael built an immensely successful career as a **sales engineer** before he established his own business in 1995 which specializes in consulting and organizing trainings in sales, motivation and trade efficiency in the business environment.

He is a Professor and Lecturer of business development at the HEC Paris business school and at the University of Panthéon-Sorbonne. Currently, he is a member of the GSF (Global Speakers Federation) and of the AFCP (Association Française des Conférenciers Professionnels).

Michael has written several bestsellers and given numerous lectures on **effective sales techniques, persuasion &**

motivation at the Sorbonne University in Paris and other institutions worldwide. His **epitome of dynamism**, has resulted in over 1000 conferences delivered since 2005 which justify why he is referred to as **the sales expert**.

TOPICS:

- What is an elite seller?
- The “real” qualities that are common to the majority of elite sellers.
- Fantasy and preconceived ideas about elite sellers.
- The mindset of exceptional sellers.
- How you can become an elite seller.
- Secrets and tricks of the best in selling.
- On opening the sales conversation.
- For succeeding in discovering the customer.
- For pitching their arguments and making the customer want to buy their products or services.
- For responding to objections.
- And closing successfully.

PUBLICATIONS:

BOOKS:

- Vendeur d'elite.
- Vaincre les objections des clients.
- Conclure la Vente.
- L'Art de Motiver.
- Les Accelérateurs de Vente.
- Secrets de Champions.
- Mettez de l'humour dans vos Discours.
- 300 Citations pour Convaincre.
- 300 Citations pour Motiver.
- 300 Citations pour Reussir.
- 60 Secrets de Champions.