

RICHARD ISAAC

⌘ BIOGRAPHY ⌘



Richard Isaac has been a member of the Corporate Performance Consultants Senior Executive Team since 2004. Rich specializes in sales and sales management process improvement. He teaches a no-nonsense sales methodology that gets results and preserves the sales professional's self-respect.

Career Highlights

- A varied technical and business background gained over 20 years in industry.
- Started his career as an Engineer with the Grumman Corporation.
- Moved into Marketing/Sales positions at several Long Island high-tech companies, including ADEMCO and Symbol Technologies, Inc., where he was the Senior Director of Product Marketing.
- Became certified in the Sandler Sales methodology in 1996.
- Founded and became President of Legend Development Services, Inc. (an affiliate of Sandler Sales Training Institute).
- Has helped large and small firms in more than 50 industries to significantly improve their sales and business results through his unique process of reinforcement training and attitudinal and behavioral change.
- Gives keynote speeches and presentations to companies and professional organizations on a wide variety of topics related to Sales and Client Development.

Rich holds a degree in Mechanical Engineering from Rutgers University, and an MBA from Hofstra University.