



JOE ENGLISH

Partner, Sales Leader | **360**•CONSULTING
Founder, CSO | **Just Plain English** 🚧 **Sale\$uccess**

PROFILE

Husband. Father. Family guy.
Sports guy. Cheerleader for
my kids. Barefoot or Flip
Flops. Feet in the sand
follower of God.

CONTACT

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HOBBIES

Family Time, Volunteering
Camping, Running, Golf,
Volleyball, Soccer, Really
anything sports 😊

BEHAVIORAL PROFILE

Predictive Index: Persuader
Culture Index: Rainmaker
EverythingDiSC: Di shaded into S
Myers-Briggs: ENFP - Campaigner
Clifton Strengths: Positivity, Arranger,
Woo, Activator, Individualization

BACKGROUND

Joe has a decades long track record of success in sales leadership roles. As a team builder in technology firms spanning communication, manufacturing, hardware, software and services, Joe has a great mix of experience in large corporate and SMB including public, family, strategic investor, and PE owned businesses.

Having spent many years building and developing sales teams at companies such as US West, IEX-Tekelec, Symon/RMG and Emerson/Vertiv has allowed Joe to transition world class processes and best practices to smaller growth firms to deliver exceptional results, both in top line revenue and EBITDA.

Joe's focus is to help organizations understand their value, develop their people, implement the right sales processes, and know how to manage it all moving forward.

Although he's lived in a few other spots and travelled to many more, he's a native Texan who attended Stephen F. Austin State University and The University of Florida, Warrington School of Business respectively for his bachelor and graduate programs.

CLIENT PROFILE

- Annual Sales between \$1M and \$100M
- B2B with longer sales cycles (3 – 12 months).
- The Owner/CEO is directly (but perhaps not very effectively) leading the sales effort.
- The Owner's skills/talents may not lie in sales.
- The sales team has less than 20 sales reps.
- Business is early-stage, or sales have stagnated or are declining. Or no scalable sales process in place.