

## **Michael J. Webb Biography**

Michael J. Webb has been creatively helping organizations to achieve their revenue and profit objectives for almost 30 years. Through a unique combination of marketing and sales savvy and analytical creativity, he has developed an effective approach for helping executives who are struggling with ineffective marketing and selling processes.

In addition to writing the path-breaking *“Introduction to Sales Process Improvement,”* he has published articles in iSixSigma Magazine, Marketing Times, and other publications. He keynoted the first conference held on applying Six Sigma to Sales and Marketing, in July of 2003. Mr. Webb is currently President of Sales Performance Consultants, Inc. He has helped clients such as American Express, 3M, Marriott, and many others to improve their sales processes and results. He also works with certain sales training firms to integrate best selling practices into client's sales operations.

Previously, Mr. Webb expanded a sales training firm's management consulting services, directed marketing and sales for an engineering firm that doubled in size, helped a technology company transition to a solution-oriented approach to selling, established local vertical markets for a minicomputer company, and lead a sales team to productivity awards for a business forms company. His certifications include quality manager with the American Society for Quality (1998), and production and inventory control with APICS, the Society for Resource Management (1988). His bachelor's degree in Mathematics is from Southeast Missouri State University in 1976.

Mr. Webb's website ([www.salesperformance.com](http://www.salesperformance.com)) contains valuable information for companies that want to improve their sales performance. He lives in Oak Park, Ill with his wife Leslie and two children. You can reach him at (877) 784-6507 or [mwebb@salesperformance.com](mailto:mwebb@salesperformance.com).