

MIKE FORSYTH

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CONSULTING, TRAINING & SALES LEADERSHIP

Inspirational **Sales Leader, Team Manager, Trainer and Consultant** with over 15 years of proven success in content delivery, sales and sales management. Helped build three solid companies on a foundation of high-trust, loyal and lucrative partnerships due to genuine care and prescriptive support. Adept in the art and science of interpersonal communications and human connectivity. Known for captivating presentation style that creates allies and committed champions to mutually beneficial causes. Powerfully influential among team members and associates.

- Team Culture and Management
- Strategic Relationship Creation
- World-class Facilitation and Training
- Sales and Lead Generation
- Client and Prospect Communication
- New Business Development

PROFESSIONAL EXPERIENCE

FRANKLINCOVEY – Greater Portland, OR
Senior Consultant (2012 – 2018)

2012 – 2018

Passionately facilitated FranklinCovey's leadership content, including "The Seven Habits of highly Effective People" to educators in public and private schools nationwide. Skillfully delivered leadership-focused workshops, overviews, conference key note addresses, and training courses to educators and students.

- Delighted California faculty on two separate occasions with FranklinCovey content, resulting in further district-wide implementation and regional expansion.
- Delivered evening keynote to Idaho principals participating in a statewide leadership development program; resulting in key state relationship generation which impacted multi-year revenue opportunities.

Sales Executive (2013 – 2017)

Led sales growth in four Pacific Northwest states through procurement of new schools engaging in a comprehensive leadership-centered program that includes extensive training and coaching. Managed a team of coaches, trainers and assistants to maintain retention and program sustainability.

- Drove sales and effectively guided individual responsibilities of regional team members, resulting in yearly growth totaling 63% and over 2.3 million dollars in revenue.
- Oversaw creative planning and execution of multi-state and localized symposium events which directly contribute to growth and sustainability.
- Recognized and solved for a need to combine a pipeline tracking system with email customization, allowing for unique and consistent touch-points with all pipeline accounts.
- Created enduring strategic business partnership, resulting directly in 8 new schools onboarding and sustainability for many others.

MORTGAGE EDUCATORS – Salt Lake City, UT
Sales Director**2010 – 2012**

Oversaw all aspects of company sales for newly-acquired national training provider. Developed lucrative business to business sales and marketing team.

- Leveraged key relationships with businesses, schools, and influential industry players, resulting in first year product sales growth exceeding 1250%.
- Created and trained highly proficient lead-generating call center from ground up, allowing for strong, high energy growth to continue.
- Produced, scheduled and managed event calendar of live nationwide trainings and webinars, quadrupling product offerings in two years.
- Devised weekly digital newsletter with promotional offers, video updates and industry trends, greatly expanding company connectivity, reach and influence.

CURRICULUM ADVANTAGE – Salt Lake City, UT
Account Executive/Consultant**2007 – 2010**

Responsible for creating winning relationships that drove educational software into schools and districts in Utah and Nevada. Provided presentations and training to educational groups of all sizes and at every stage of selling process.

- Strategic relationship building generated 1.25 million dollars in educational software sales among 40 school districts in Utah and Nevada.
- Character and interpersonal expertise turned every district account into repeat business.
- After the sell, expertly delivered software implementation training to over 50 schools in the territory.

EDUCATION

Bachelors of Science in Education, University of Nevada, Las Vegas, NV

COMMUNITY OUTREACH**MIKE FORSYTH, LLC – Greater Portland, OR**
Owner & CEO**2016 – Present**

Use forward-thinking concepts and innovative online methodologies to bring relationship and culture solutions to individuals and organizations.

- Author of *LIVE IN THE Q – The Axiom for Work and Life*, a 126-page book addressing breakthrough concepts that show how one's personal best is achievable daily, (before lunch!) and is only possible through relationships; both in the workplace and in life. To be published Fall 2018.
- Improve organizations and individuals via online and live offerings that enhance team dynamics, expand influential leadership, support seismic culture-shifts, create contagious job satisfaction and provide richer purpose and meaning to the roles and tasks of life.