

Stefanie Clyman Gold

## Description

### Sales Coach and Consultant

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Stefanie Clyman Gold has worked in all aspects of sales, sales management, coaching and sales training since 1992. Stefanie is an enthusiastic, creative professional who is focused on helping her clients identify and reach beyond their goals to achieve success.

Following her graduation from Drexel University where she received a Bachelor of Science in Neuropsychology, Stefanie began her career in sales and sales training at Automatic Data Processing (ADP), where she was promoted through the ranks from District Manager to Regional Training Manager and finally Regional Sales Manager, responsible for the New Jersey Sales Office. Stefanie built and ran a team that ultimately rose to third in sales nationwide for the entire organization. Following that, Stefanie spent several years at Gartner Group, where she quickly rose to become Account Executive, responsible for sales at the company's twelve largest accounts in the Philadelphia region, focused on extending the account deeper into the client organization through relationship building, networking, and client management.

After leaving Gartner Group, Stefanie spent several years providing sales training and coaching for individuals and companies looking to improve their target analysis and prospecting, presentation skills, goal setting, motivational selling, time management, objection handling, and closing execution.

Stefanie resides in Rydal, PA with her two children. She is an avid outdoors person, enjoys the arts and Yoga, and is heavily involved in her community and charitable organizations.

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### Author

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