



Jill Konrath

CEO

Fresh sales strategies | speaker & author,
SNAP SELLING, Selling to Big Companies &
Get Back to Work Faster
Management Consulting
Minnesota, USA
Female

How they can be reached

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📞 651-429-1922

🐦 [@jillkonrath](https://twitter.com/jillkonrath)

What you need to know

🐦 Fresh strategies for selling to crazy-busy people; author of SNAP SELLING, Selling to Big Companies & Get Back to Work Faster; speaker, blogger & traveler

📖 Thinking about sales?

🌐 I help salespeople, entrepreneurs and business professionals sell to crazy-busy prospects who never pick up the phone, would prefer to stay with the status quo and take forever to make decisions.

Using fresh strategies that actually work in today's business environment, sellers discover how to crack into new accounts, speed up sales cycles & win bigger contracts.

I'm passionate about impacting as many people as I can. That's why I ...

WRITE — SNAP Selling just came out. It's already a #1-ranked Amazon sales book. It's about selling to crazy-busy prospects. My 1st book, Selling to Big Companies, was selected as a "must read" by Fortune magazine and has been a 4 year Amazon Top 25 sales book. In 2009, I wrote Get Back to Work Faster for job seekers. I also write a bi-monthly newsletter & have a popular blog.

SPEAK/TRAIN — I'm a frequent speaker at annual sales meetings, kick-off events, and professional conferences. Again, think "fresh strategies".

CREATE SALES TOOLS — To spread my expertise to those who need it, I create sales training programs that include audios, CDs, ebooks & coaching.

To learn more about bringing me in to speak/train at your sales meeting, email jill@sellingtobigcompanies.com

JOIN MY LINKEDIN GROUP

- Selling to Big Companies: <http://bit.ly/bWR8hx>

GET BACK TO WORK FASTER

- Free webinars with top experts
- Visit website: getbacktoworkfaster.com

Common misspelling: Jill Conrath, Jill Conrad, Jill Konrad, Jill Ulseth

Location: Minneapolis, St. Paul, Minnesota, Midwest

Places they've worked

🌐 CEO & Chief Sales Officer	Selling to Big Companies	September 1987 — Present (23 years 2 months)
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What they're talking about

	Want to create connections with your prospects -- quickly? Check out new @IntroMojo sales tool: http://bit.ly/brcoMZ	07:46 pm Oct 6
	RT @mike_weinberg Questioning the Randy Moss trade: How many truly A-player / Top-performers are on your sales team? http://bit.ly/cHwORD	07:09 pm Oct 6
	RT: @keenan What sales can learn from the Randy Moss trade. http://bit.ly/aYkUMm	03:22 pm Oct 6
	RT @Renbor: Once you Execute, u need to assess, review and evolve your sale to keep winning http://bit.ly/d8cuuq #sales #success #B2B	05:51 am Oct 6
	A Crash Course For Next Gen Marketing: http://hub.am/aeEKKQ <via @dc_specialists >	08:23 pm Oct 5

What they're watching



[Meet Jill Konrath Sales Strategist](#)

What they're writing

[Sales Leaders: Sales Summit for You](#)

This virtual & free Sales Summit features sales thought leaders from across North America who will be sharing their expertise on selling to today's savvy, connected prospects. Who Should Attend: Sales...

[What to Do When Your Prospects Don't Get It](#)

Have you ever had prospects who truly did not understand the value of your product or service? I know I have. It's tough to convince sellers to change what they're doing, when prevailing wisdom says t...

[Time-Sensitive Stuff: Read Right Away](#)

Here are some great learning opportunities that I thought you might be interested in taking advantage of on TUESDAY. How to Sell Your Way Out of a Sales Slump Wendy Weiss, the Queen of Cold Calling, i...

[Wake Up, Boss! Your Salespeople Need Help](#)

It's not often that I republish someone's article, but this one needed to be shared. Why? Because it so clearly highlights the issues and challenges that sellers struggle with today. It's also what I ...

[Listen Up Freelancers & Other Solo Professionals](#)

If you are working for yourself, you need to check this out right away. Today is International Freelancers Day. And, there's a online videoconference going on FRIDAY and SATURDAY. Click here to attend...

Videos they posted



[1 of 8 - Job creation - A fresh approach to getting back to work faster](#)



[2 of 8 - What employers really want](#)



[3 of 8 - Rethinking your value proposition](#)



[4 of 8 - Leveraging online resources](#)



[5 of 8 - Showcasing expertise & initiative](#)

Products they've reviewed

GO! How to Start and Run Your Own Business Advisory Group

★★★★★ **Kick-butt advice to get you doing what you need to do.**

September 12, 2010

Perfect timing! That's how I felt when I read this book on how to put together your own personal board of advisors. You see, the very next week I was having my second "meeting" with my new team. And, we were still in the formative stages trying to decide how to make it work best for us.

In GO!, Terri Dunevant offers really practical advice about how to:

- * Assemble the right people in your advisory group.
- * Run meetings to ensure you get the maximum value from your time together.
- * Establish accountabilities so you ultimately achieve your goals.

If you're interested in getting lots more done, start your Go! Group right now. And get... [Read more](#)

Selling Change: 101 Secrets for Growing Sales by Leading Change

★★★★★ **Much needed book with fresh strategies.** September 9, 2010

What so many sellers fail to realize is that their very first sale is to help prospects understand why change is imperative. But it's not a function of "convincing" someone that you have a stellar offering.

To be successful today you need to create opportunities -- which means you're really a change agent, not a salesperson anymore.

And that's exactly what Brett Clay points out in this book. When you read it -- which I strongly suggest you do -- you'll discover numerous strategies to make that happen. I love his Change Leadership Model too. You'll learn about:

- * Force Field Analysis
- * Change Response
- * Power Analysis
- * Value... [Read more](#)

Make What You Say Pay!

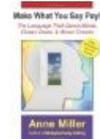
★★★★★ **More fresh strategies from Anne Miller!** September 1, 2010

Anne Miller, author of *Metaphorically Selling* (one of my favorite books), is back again with another excellent resource for sellers. In her new book, she shares numerous strategies to help you inspire prospects to take action, open their minds to new options, overcome resistance and stand out from your competitors - all through the use of language.

Check out this article I wrote called *Reeling in the Big Ones*: [...]

In it, I show how I found just the perfect words to get my prospect to understand something that was difficult for him to comprehend.

I stumbled onto that approach. Finally. After screwing up many opportunities. That's not too smart. But... [Read more](#)



People they're connected to

2802 friends, 5733 followers

83 subscribers 3 subscriptions

500 connections

Places to find them on the web

amazon author page	http://www.amazon.com/Jill-Konrath/e/B002BLSIRU
amazon.com	http://www.amazon.com/gp/pdp/profile/A9CL4L698FOFO
bebo.com	http://www.bebo.com/Profile.jsp?MemberId=8578049648
facebook.com	http://www.facebook.com/jillkonrath
flickr.com	http://www.flickr.com/people/29148213@N07/
flickr.com	http://www.flickr.com/people/29148213@N07
get back to work faster	http://www.getbacktoworkfaster.com
google.com	http://www.google.com/profiles/jillkonrath
google.com/reader	http://www.google.com/reader/shared/jillkonrath
jill konrath	http://www.jillkonrath.com
linkedin.com	http://www.linkedin.com/in/jillkonrath
my blog	http://sellingtobigcompanies.blogspot.com
sales shebang	http://www.salesshebang.com
Snap Selling	http://snapselling.com/

snap selling	http://snapselling.com
snapselling.com	http://www.snapselling.com
topsalexexperts.com	http://www.topsalexexperts.com/profiles.php?expert_id=8
 twitter.com	http://twitter.com/jillkonrath
 youtube.com	http://www.youtube.com/user/jillkonrath

What the search engines are saying

-  [Abt Electronics And Appliance Store- HDTVs, Refrigerators and More](#)
Bookshelf Speakers Center Channel Speakers Floor Standing Speakers Home Theater Speaker Packages In Wall Speakers In Ceiling Speakers Outdoor Speakers Portable Speakers More...
-  [LingvoSoft Online - Free Online Translation Services - online ...](#)
LingvoSoft Online everything you need is right here, all the free tools and services: dictionaries, translators, flashcards, phrasebooks, forum.
-  [Watch Full Episodes of TV Shows Online with blinkx Remote](#)
Forensic Files. Frasier. Freaks and Geeks. Fresh Prince of Bel-Air, The
-  [K12: Online Public School, Online High School, Online Private ...](#)
K12 is the number one choice in K-12 online education programs in America. K12 is the trusted provider of online learning for many tuition-free, virtual public schools, as well ...
-  [80sTees.com has Funny T Shirts, Movie T Shirts, Retro T Shirts](#)
Doug E Fresh Dr. Seuss Dr. Who Dragon Ball Z Dragon's Lair DuckTales Dumb and Dumber ...
Speaker City Speed Racer Spider-man Spinal Tap Spongebob Squarepants Star Trek

