



Peter Philpott

Associate

Peter Philpott draws on 30 years of sales and sales management experience as he leads, mentors, trains and coaches' sales teams to greater heights. Leveraging the power of the ValueSelling Framework, he helps B2B sales organizations worldwide increase revenue by selling value, shortening sales cycles, and maximizing deal size.

For the past 16 years, Peter has improved sales effectiveness, aligned sales and marketing, and coached managers for leading companies such as Robert Half International, Beckman Coulter, DiaSorin, Expedia, Computershare, Trelleborg, SFK Leblanc and Nordic Aviation Capital, among others. He has implemented ValueSelling in the healthcare, medical diagnostics, engineering, staffing & recruitment, manufacturing, IT, digital imaging, distribution, printing, telecommunications, and travel industries.

As VP of Sales, US and Canada for Kodak Polychrome Graphics, Peter led the successful implementation of the ValueSelling Framework to 200+ sales and marketing professionals. Within months of adopting ValueSelling, his sales team won many of the largest accounts in North America. Prior, he was the US National Sales Manager and Vice President for Graphics Printing Systems at Eastman Kodak.

Peter earned a Bachelor of Arts in economics and business from Western University in London, Ontario, Canada. He also completed the Duke University Fuqua School of Business, Executive Education Program.

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