

Michael Corcoran Bio

A highly successful and proven sales and management professional, Michael Corcoran has 30 years experience leading sales, service and management teams to consistently meet and exceed organizational goals and expectations.

Michael's business career has been evenly split between 15 years in the corporate world and 15 years as a business owner as a speaker, trainer and consultant. After starting his corporate career in sales in the steel business for 5 years, he then entered the business forms business as a sales associate winning multiple awards, leading to an ongoing management stint where he lead a national sales force through innovative and creative programs leading to an increase in sales from \$2 million to over \$21 million in a 4 year time period for his product line. The final two years of his corporate career made the transition from the manufacturing world to the service world, spending time in the personnel & outplacement business.

The past 15 years as a speaker and trainer have taken Michael to 15 countries delivering presentations and programs in the areas of Leadership/Management, Customer Service and Sales. His client list includes members from manufacturing, service, bio-tech, and pharmaceutical as well as Teams and Stadiums from Major League Baseball, the NFL and some of the Top 100 Golf & Country Clubs in the United States.

Michael currently resides and travels from Denver, Colorado after embarking on his business career in the Mid-West and Chicago areas.