

Phil Silva

Sales & General Management in the equipment leasing & finance industry

EXPERTISE:

Assessment & strategic development
Starting new or retooling existing businesses
All aspects of sales strategy & structure, organization & sales management
Value proposition & presentation development
Infrastructure & bedrock development
Business development & marketing
Sales training
Interviewing & selecting the right people
Competitive perspective

EXPERIENCE:

20 years of performance
Successful salesperson, senior sales leader, communicator & speaker
Experienced with retooling & turnarounds
Launched & ran the national accounts group for American Express Business Finance
P&L responsibilities for three separate businesses
Responsible for \$350M in annual volume and a \$600M portfolio

Contact Information

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