

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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