



Senior Consultant

Scott Savage

Orem, Utah

Scott is a highly sought-after advisor, speaker, and influencer on the topics of sales, leadership, and negotiation. For more than thirty-five years, he has advised, coached, and trained tens of thousands of executives, consultants, and sales professionals at many of the world's largest and most successful consulting, technology, manufacturing, energy, and products companies.

Scott works regularly with sales professionals across Europe, the Middle East, Asia, and the Americas. His extensive global experience is highly valued as he advises these sales leaders, and their teams, who sell and negotiate in such unique marketplaces and vastly different cultures.

Scott is a Managing Director and global leader of the Sales Performance practice at FranklinCovey. In addition to authoring several articles, Scott has co-authored The Employee Engagement Mindset (McGrawHill 2012). He is also the co-author of the Amazon #1 New Release book in Sales and Selling, **Strikingly Different Selling: 6 Vital Skills to Stand Out and Sell More**.

Scott enjoys reading and writing, along with many outdoor activities including, golf, hiking, running, triathlons, and skiing. He resides in Utah with his wife Cindi, and their family.

Education & Certifications

- B.S. Speech Communication
- M.S. Public Administration
Marriott School of Management – Brigham Young University

What learners say about Scott..

"In a word, ENERGY! Scott is off the charts!"

"Scott is a very good speaker and communicator. The best trainer I have ever had!"

"Scott has great experience to share, relevant experience as well as pertinent point of view on executive discussion scenarios we face on a regular basis in our professional life. A lot to learn and apply from Scott."

Highlights

Extensive global work experience: Americas, Europe, Middle East, Asia-Pacific

Advised 10's of thousands of sales professionals drive breakthrough results

Co-author Amazon #1 New Release, Strikingly Different Selling

Cancer survivor and advocate for cancer research

Former NCAA Division 1 Swimmer
