



Senior Consultant

Michael Lespinasse

Atlanta, Georgia

Michael Lespinasse is a nationally recognized pharmaceutical sales trainer and representative who worked for GlaxoSmithKline, Abbott Laboratories, and more. He trained and coached sales teams and new hires, helping them achieve market share and revenue growth through his expertise in sales conversations, strategy, and territory management.

As a business and leadership consultant, Michael has worked with leaders, executives, and individual contributors from companies such as Uber, Intuit, Paramount, Under Armour, Terumo Medical, and more. His consulting specializations include leadership, culture, change management, DEI, and sales.

Michael's coaching and facilitation style focus on effective questioning, active listening, empathy, and emotional intelligence.

Highlights

Two-time #1 ranked sales rep in the nation

Award-winning sales trainer

Founded a coaching and corporate training company

Obtained two Masters degrees

Spent time as a professional actor appearing on TV shows such as Grey's Anatomy, NCIS, and more

Education & Certifications

- B.A. English Education – Florida State University
- M.A. Instructional Design/Educational Technology - Western Governors University
- M.A. Spiritual Psychology - University of Santa Monica
- Diversity and Inclusion Certification – Cornell University

What learners say about Michael..

"Michael had great pacing and progress through the material. His responses to questions and statements were excellent and his insights were wonderful and thought-provoking."

"Michael was really dynamic and fun. Even though it was a long course (almost the full day) he made it feel fresh and interesting."

"Michael was great at getting us to think by asking great questions!"