



Senior Consultant

Guy Duersch

Salt Lake City, Utah

Guy Duersch is a seasoned Sales Leader, with over two decades of experience in guiding, advising, and coaching sales professionals across a diverse array of industries.

Before joining FranklinCovey, Guy has held executive leadership positions in various companies as Vice President of Sales, Vice President of Sales Enablement and Vice President of Learning and Development. This extensive experience has provided him with profound insights into the nuances of sales dynamics and leadership, enabling him to develop and implement advanced selling strategies that drive tangible business outcomes.

What sets Guy apart is his multifaceted background, blending extensive consulting expertise working with diverse industries, including technology, financial services, insurance, software, banking, energy, healthcare, and construction, where he has left an indelible mark as a trusted advisor and member of executive management teams.

Beyond his professional endeavors, Guy finds fulfillment in spending quality time with his family, engaging in outdoor activities like camping, fishing, golfing, skiing, and embarking on memorable travel adventures.

Highlights

Subject Matter Expert in Helping Clients Succeed, Strikingly Different Sales Enablement, and Business Outcomes

Delivered Sales and Leadership development programs in multiple countries across the globe

Served in various leadership roles in multiple organizations, leading large and small teams

Recognized with Impact of the Year Award for achieving organizational outcomes

Bilingual: English and Spanish

Education & Certifications

- B.S. Electrical Engineering
- M.B.A.

What learners say about Guy...

"I had the privilege of working with Guy. I've never met someone with the skills that Guy commands. He combined his success in sales and sales leadership with incredible training and development skills to raise the level of the entire organization. His track record and style immediately command the respect of those around him and we developed a common language amongst our Sales and Leadership teams."

"Guy is the trainingest trainer I have ever known, and I have known a lot of consultants and trainers. He is ready to deliver deep, meaningful, change-producing programs at all times, and that's exactly what he does. He doesn't sit around and think about training. He seeks out and diagnoses needs and then he does what a great trainer does; he ships it. He trains. He is as comfortable, confident, and engaging in a room with hundreds of people as he is on a conference call, in the boardroom, or in a one-on-one coaching session."

"Guy is extremely engaging and facilitates with real world scenarios to make learning more meaningful."