

Meet Jeff.



Jeff has over 20 years' experience in senior sales and sales leadership roles in some of the world's leading high technology companies, including SAP, Salesforce and Qlik Technologies. His coaching style is centred around boldly helping people to enhance their personal and professional relationships, achieve balance, and live intentional lives.

Jeff Propp

Jeff has over 20 years' experience in senior sales and sales leadership roles in some of the world's leading high technology companies, including SAP, Salesforce and Qlik Technologies. During his tenure at QlikTech he went from individual contributor to line manager, to Director where he led a team of 30 sales professionals. Working with a leadership coach, Jeff then became GM of the Qlik NA hub and oversaw its operations and 80 people.

Jeff is a passionate leader in the area of talent development; actively focusing on 1-to-1 leadership coaching and facilitating sales and leadership development workshops. He holds a graduate certification in executive coaching and is a certified International Coaching Federation coach (ACC).

Jeff brings creative and unique learning strategies to coaching, facilitation, and leadership development. He will partner with you to find new strategies to deal with challenges and maximize your potential. He has witnessed first-hand the value of coaching with leaders as they pivot towards openness, curiosity, and empathy, and how this empowers leaders to function more effectively.

HIGHLIGHTS OF CLIENT ENGAGEMENTS

- Coaching high technology executives to develop sustainable and scalable skills to upskill their team accountability, and productivity and results.
- Supporting the customer engagement strategy of a leading technology company by leading a series of enablement workshops for sales reps and leaders
- Led enablement seminars for a global IT company with a subsequent North America rollout.
- Facilitating and coaching in a global SAAS company focused on development and success of new leaders.

AREAS OF EXPERTISE

- 1-to-1 Leadership Development
- Executive & Leadership Coaching
- Management & Leadership Development
- Sales Performance and Productivity
- Business Development
- Value Selling
- Negotiation Skills
- MEDDPIC Sales Methodology

INDUSTRIES

- Agriculture
- Communications
- Energy
- Financial Services
- Healthcare
- Leisure/Tourism
- Manufacturing
- Pharmaceutical/Healthcare
- Retail
- Technology (Direct & Channel)

EDUCATION & TRAINING

- MBA, University of Calgary
- Graduate Certification in Executive Coaching, Royal Roads
- ICF Associate Certified Coach (ACC)
- Bachelor of Music Education, University of McGill
- The Coaching Habit
- Salesforce Leadership Academy