



Markus Milz

“Expert on systematic sales management with the SALESTOOLBOX”

Markus Milz is the expert in sales management systems, and is indispensable to the German sales landscape. He shares his know-how from his time as a consultant at several prestigious auditing and consulting companies – not only as a consultant, trainer, author and university lecturer, but also as a speaker – and provides deep insight into his rich two decade-long experience in sales. His performances feature a high level of expertise and excellent problem-solving skills, always keeping the latest trends and newest scientific findings in sight. Markus Milz understands how managers and employees think, and finds the right words to trigger the necessary change processes. In particular, when it comes to completing the transition from “gut sales” into a structured success process, he is the first choice among German presenters. Markus Milz makes you crave systematic sales success.

Themes

- › **Gut or head? Chaka-Chaka or system? What do you need for successful sales?**
 - How to achieve maximum, duplicable sales results with systematic sales processes
 - How to save time, money and energy through process orientation and continuous improvement in sales
 - Ensure the same approach for everyone in sales through structured tasks and increase efficiency and effectiveness
- › **Nobody needs “speaking product catalogues” – aka “Salespeople.” Sales is dead – long live sales!**
 - How to create new needs and escape pricing traps through provocation and uncomfortable questions
 - The solution closes the sale – sell recommendations
 - Become indispensable for your customer in the procurement process by using the right tools
- › **Germany is snoozing through its future. Who’s snoring the loudest?**
 - Make your organisation and your products “future orientated”
 - How to make your employees open to change and take them on the journey
 - The right approaches and tools for change in your business

References & Press

Financial Times Germany, Sales Business, Perspektive Mittelstand, DVVA, Vertriebs-Experts, die Führungskräfte, GmbH-Chef

“Milz achieved his goal to close a gap in sales.” **Acquisa**

“Markus Milz – the motivation expert.” **Manager Magazin**

“Markus Milz – clearly stands out in the crowd.” **managerSeminare**

“You have managed to ensure that my sales team gets off to a good start, with renewed vigour, methods and techniques!”

Holger Manske, Managing Director Marketing & Sales, Erfurt & Sohn KG

“... he significantly brought our company forward in terms of marketing and sales. Our sales strategy underwent a more tailored orientation in the context of newfound ideas.”

Udo Jacob, Managing Director Junkers & Müllers GmbH

Inspiration



› People, books, and events that inspire me:

“Life can only be understood backwards; but it must be lived forwards.’ This Kierkegaard quote made a profound impact on me. People who live in the past miss out on a future full of fantastic possibilities. That’s why I support people and businesses to realise their potential. Because one has to cross boundaries to understand the old and risk something new, I expand my horizons by traveling through fascinating other cultures.”

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