

Harald Psaridis

Harald Psaridis is an entrepreneur and a trainer of sales leadership experts for sales. He acquired his expert know-how during 25 years of sales management for several well-known financial service providers. Passionate about sales development, he has carried out more than 10,000 job interviews and selected precisely the right people for his team, which led to sustained top results. In his seminars, coaching sessions and talks, he knows how to captivate and develop participants with his practical knowledge and experience. He is a practice-oriented man who inspires and motivates salespeople and executives through his motto of „managing by example

„Frontline leadership – leading the way and managing by example!“

Themes

› Frontline leadership – leading the way and managing by example

- How to define your vision, agree on goals and implement them quickly and bindingly with your team
- How to lead the way by example, inspire and motivate your employees and create team spirit
- How to tackle and overcome the daily challenges of sales, and significantly boost your sales

› Talk is silver. Action is golden:

- The ability to conduct oneself in a results-oriented is the key qualification for professional and private success
- Get to know 12 workouts with which you can train your implementation skills like a muscle
- Learn how to activate your willpower, self-discipline and perseverance at any time, transforming your projects into results

› Sales leadership – how you can recruit and integrate the best sales reps

- How to find and attract the right employees for your company
- How to incorporate, instruct and manage your new reps properly
- How to work out, develop and promote career perspectives with your employees and create added value for all involved

References & Press

„When Harald Psaridis talks about leadership and trains employees, you can feel his passion for the subject, his experience at all leadership levels and his personal success, especially in motivation, recruitment and sales. He’s a man of practice“

Josef Paul Puntigam, Retired Brigadier of the Austrian Army

„I got to know Mr Psaridis as an absolute motivator. He knows what he’s talking about. His way of conveying content is incomparable. I can wholly recommend Mr Psaridis as a trainer, speaker and coach. You won’t find any better in Austria. **Robert Simak, Erste Bank Österreich**

„From the very beginning, his enthusiasm and his winning personality captivated me. With Harald Psaridis, one feels in every word he says that he himself has already tested and done what he talks about a thousand times before. He’s the absolutely authentic top-notch speaker!“

Christoph Bärffuss, Zurich Insurance Group

Inspiration

› People, books and events that inspire me:

„In 1993, I was a young entrepreneur in Brussels and was invited to attend a Tony Robbins seminar.

After four incredible days with more than 7,000 people, I knew that, one day, I would also like to stand on a stage and talk to so many people, to touch their hearts and impart know-how to them.“

Fees & Languages

Keynote speech

Fee Group E

Daily rate

Fee Group E

Languages



Travel costs

Oberwaltersdorf / A



Media

