



Alice R. Heiman Bio

Sales Strategist, Speaker, Author, Coach

Alice Heiman is a sales expert and networking guru who walks you through what it takes to sell successfully whether it's your job to sell or you're a business owner who never dreamed you'd have to sell.

Informative, compelling, experienced and smart! Alice Heiman motivates her audience and makes a profound difference in the way they approach networking, lead generation and sales. A nationally recognized expert, she has a proven record of leading and inspiring corporate sales teams and start-ups alike.

Alice developed her expertise in sales while at **Miller Heiman, Inc.** before striking out on her own. In her years at Miller Heiman she sold to and trained some of the company's largest and most complex accounts including: Coca Cola, John Deere, Dow Chemical, Fidelity Investments and Hewlett Packard.

A consummate networker, online and off, Alice is the author of the ebook *Connecting Your Way to New Business*, and the creator of *The BizTalk Blender®*, a unique networking event designed to engage people in conversations that result in sales. She offers training on how to get connected in-person and online and on how to build relationships that lead to sales.

Alice has appeared on radio and television, and been featured in print publications including *Selling Power* and *Entrepreneur's Startups Magazine*. Her articles on sales are published on numerous blogs including HubSpot, Sales Gravy, Business 2 Community, Nimble, Ringlead and her own blog at www.smartsalestips.com.

For the past 20 years she has inspired audiences and transformed sales organizations throughout the country.

Awards:

- Saleswoman of the Year
- Marketer of the Year
- Northern Nevada Chamber of Commerce Community Spirit Award
- International Femtor Award Finalist
- U.S. Chamber Small Business Award