



LUCA IMAGE

CONSULTANCY, TRAINING AND COACHING FOR B2B COMPLEX SALES.

EXPERTISE

- B2B Sales Process Management
- Sales Enablement
- Key Account Management
- Account Based Selling
- Sales and Team Coaching

INFO

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LinkedIn profile

SYNTHETIC BIO

My expertise is about B2B complex sales. My job is based on consulting, training and coaching for structured sales organisations to improve their sales dynamics and implement Sales Transformation projects that enable Sales Leaders to achieve the desired results.

I have been working in sales since 1987 and have held various roles in different organizations: from Sales Account to Sales Manager, from Marketing Manager to Managing Director.

Since 2011, I have been involved in consulting and training.

Since 2012, I have been a certified Sales Consultant at Miller Heiman, now part of Korn Ferry. I have worked on more than 80 projects, mostly based on Miller Heiman methodologies, for multinational companies and still support, in Italy, global projects in different markets.

In 2015 I created Powerselling S.r.l., a company that works with Sales Leaders, of national and international companies, to support them in Sales Enablement and Sales Transformation projects.

I have worked with several clients as:

Healthcare

BD Medical, Wright, Esaote, Ambu, Roche, Ibsa, Abbott, ThermoFischer, Tosoh Diagnostic, Beckman Coulter, Leica Biosystems, Bio-Rad, Cochlear, Hill-Rom, Aspen, BioMerieux, Straumann, Merit, Haemonetics, Hologic.

Industrial

Colt, Wincor Nixdorf, Canon, Avnet Silica, EnginSoft, Arrow, Vodafone, Cadlog, Altair, Weissoft, Qlik, Ingram Micro, Gefran, Rockwell Automation, HBK, Sandvik, Moog, Panasonic Industry, Dematic, Struers, Spea, Lincoln Electric, Hurco, Oerlikon Balzers, Office Depot, Leonardo, Hexagon, Kennametal, PPG, International Paper, Chr Hansen, Puratos, Belimo, Assa Abloy, IMI plc.

Consulting and Professional Services

Dasa-Rägister, Assirm, Pulse Advertising, Bugnion, Roedl&Partner, Bip, Ernst&Young.