

Bruce Suppes



EXPERIENCE

Over the past twenty plus years, Bruce's sales experience has spanned a number of industries including telecommunications, cellular phone technology, staffing, software consulting and, for the past eleven years, commercial real estate. His career has included direct sales experience within the commercial sector, consulting clients ranging in size and scope from small business to Fortune 500. During this time, he has developed, deepened, and sustained strong client relationships, consistently earning top-performer status in new account generation and revenue production for every organization with which he has partnered.

Concurrently, Bruce has held several seminars, spoken at meetings and conferences for various associations and trade organizations, and led numerous panel discussions regarding the critical importance of sales throughout our daily lives, both personally and professionally. He has mentored interns, those starting out in the sales profession, and more tenured professionals looking for solutions to turn their careers and sales production around. This includes developing their skill level, honing their mental approach towards the sales profession, accelerating their career growth and production levels, and deepening relationships with their clients.

Bruce brings passion, energy, and enthusiasm (and even some humor) to the topic of sales and how to attain peak performance, building your empire one brick at a time! His speaking style is entertaining, engaging and conversational, utilizing examples and analogies from years spent "beating the streets" finding business as well as events from his personal life. Whether the income from your profession is 100% commission based, you're a salaried sales representative, or a small business owner looking to give your company's marketing efforts a major boost, time taken from your busy day listening to Bruce and his sales presentation will definitely be well spent!

CURRENT PARTNERSHIP

- Represented clients in a minimum of 60 transactions each of the past ten years.
- During his eleven-year career, Bruce has listed over 250 office properties, completed over 600 transactions totaling over \$150 million in gross sales, and assisted in the lease or sale of over 1.7 million square feet of office space.
- Clients represented include Bank of America, Boeing, Juvenile Diabetes Foundation, IKON Office Solutions, Konica Minolta, Lennar Homes, Mutual of Omaha Bank, Northrop Grumman, Richmond American, Robert Half Int'l, Special Olympics, Verizon Wireless, and Wells Fargo Advisory Services.

EDUCATION

Mr. Suppes received a Bachelor of Science in Business Administration (BSBA) in 1987 from Arizona State University in Tempe, Arizona. He went on to complete his Masters of Business Administration (MBA) in 1989, also at ASU.