



# Harald Psaridis

Harald Psaridis is an entrepreneur and trainer of the Sales Leadership Experts for Sales. He acquired his expert know-how during his 25 years in sales leadership for several well-known financial service providers. Influenced by his passion for sales development, he conducted more than 10,000 candidate interviews and selected exactly the people for his team who were the right fit and led to sustainable top results. In his seminars, coaching sessions and lectures, he knows how to engage and develop participants with his practical knowledge and experience. He is a man from practice for practice, who inspires and motivates salespeople and managers with his motto „Leading by example“.

” **Frontline Leadership –  
Leading by example and leading by example**

TOPICS

- + **Frontline Leadership –  
Leading by example and leading by example**
  - How to define your vision, agree on goals and implement them quickly and bindingly with your team
  - How to lead your employees with exemplary performance inspire and motivate them and create team spirit
  - How to tackle and master the daily challenges in sales and significantly increase your sales success
  
- + **Talk is silver. Doing is gold.**
  - The ability to lead yourself in a results-oriented way is the key skill for any professional and personal 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 and thereby turn your plans into results
  
- + **Sales Leadership – How to attract the best salespeople ONLINE & OFFLINE and develop them into high performers**
  - How to find and attract the right employees for your company
  - How to properly train, guide and lead your newly acquired salesperson
  - How to work out career prospects with your employee, develop him, promote him and create added value for everyone involved

REFERENCES & PRESS

- „When Harald Psaridis lectures on leadership and trains employees, you can feel his passion in the subject, his experience at all levels of leadership and his personal successes, especially in motivation, recruiting interviews and sales. He is a man of practice.“  
**Josef Paul Puntigam, Brigadier General, Austrian Armed Forces**
- „I got to know Mr. Psaridis as an absolute motivator. He knows what he is talking about. His way of conveying content is incomparable. I can recommend Mr. Psaridis as a trainer, speaker and coach 100%. You will not find a better one in Austria.“  
**Robert Simak, Erste Bank Austria**
- „From the very beginning, I was captivated by his enthusiasm and his winning personality. With Harald Psaridis, you can feel in every word that he himself has tested and performed what he presented a thousand times. He is absolutely the most authentic top speaker!“  
**Christoph Bärffuss, Zürich Versicherung Swiss**
- „The seminar content of Mr. Psaridis showed us that theory and practice do not have to be far apart. Everyone feels that he has lived all the principles he teaches in his own career.“  
**Alexander Neubauer, Sales Director, UNIQA Versicherungen AG**

INSPIRATION

„In 1993, as a young entrepreneur, I was invited to a seminar by Tony Robbins in Brussels. After four incredible days with more than 7,000 people, I knew that one day I would like to stand on stage and speak to so many people, touch their hearts and pass on know-how.“

FEEES / TRAVELEXPENSES / LANGUAGES

<b>Keynote speech</b>	<b>Fee group E</b>
<b>Daily rate</b>	<b>Fee group E</b>
<b>Travel costs</b>	<b>Wien / A</b>
<b>Languages</b>	

LIVE-BOOKING



MEDIA & RECOMMENDATION



	<b>Reden ist Silber, Machen ist Gold</b> ISBN: 978-3527508440 19,99 €		<b>Der Leader-MACHER.</b> ISBN: 978-3907100912 19,90 €
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