



JASON TAYLOR

Managing Principal & Speaker, Predictive Success Corporation
Talent Optimization | Business Strategy | Revenue Growth

Entrepreneurial, results-driven seasoned executive with a 22-year successful track record. With extensive experience in Sales, Marketing, Operations, Franchising and Business

Development, Jason consistently earned top performance recognition for Sales Leadership. Accomplished in turning mediocre business units into high performing profit generating centers.

CAREER HIGHLIGHTS

- A veteran sales leader with over 22 years of experience leading CEOs, high growth teams and organizations to drive sales and business results.
- Jason's unique approach to consulting, training sessions and speaking engagements focus on driving strategic alignment across key stakeholders to grow revenue and market share, while decreasing turnover.
- Before joining Predictive Success, Jason was VP of Operations at TAC Hospitality Group, Director of Operations at Cara Operations, and led and coached National Sales teams at Labatt Breweries of Canada and Diageo.

KEYNOTE TOPICS

- Sales Team Effectiveness
- Succession Planning
- Talent Optimization
- Strategic Planning
- Scientific Sales
- Franchise Effectiveness
- Leadership Development
- Employee Engagement
- Selling / Influencing for Results



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"Understanding my personal strengths and weaknesses is a huge help in growing my abilities in selling, closing specifically. Placing emphasis on my individual areas for improvement going forward, I know will improve my overall closing ratio and therefore the success of the business."

- Lindsey Connolly, Desjardins Insurance



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