

## Hamish Knox Biography

Mr. Hamish Knox, a Calgarian since 2004, is a focused, results-oriented individual.

While his career resume is sales-oriented, he has a diverse background, featuring journalism, marketing and public relations.

Hamish arrived from the B.C. Interior by way of Vancouver, assuming a position as Account Coordinator for CNW Group. Following a year-long stint as Director of Corporate Sales for the Calgary Roughnecks, he returned to CNW as Account Executive and Product Specialist for MediaVantage, Western Canada.



In that role, he was responsible for business development of the company's media monitoring service throughout the Western provinces. His clients enjoyed his enthusiasm, not only toward sales but also toward building and maintaining relationships. The year after his return to CNW, Hamish earned CNW's top award, Salesperson of the Year.

Hamish is a strategic thinker and an adept listener, traits which propelled him to a promotion as Senior Account Executive at CNW. He was responsible for developing high-value business prospects and for coaching junior account executives to improved performance.

Hamish revels in the entrepreneurial spirit, starting his own sales-coaching business, Sales4, in 2010. He targeted business communicators and other non-selling professionals, teaching them to surpass their own expectations and drive their goals higher.

This transitioned into his current pursuit as part of the Sandler Training network, allowing him to merge his passions for teaching and business development.

With Sandler Training certification, Hamish helps business owners and sales people propel their career, achieve their goals and increase their profits.