



  
**Jason Cooper**  
SALES. TRAINING. COACH

*“Building Better Results  
Through Sales Relationships”*  
Jason Cooper

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## Jason Cooper

*Transforming salespeople and sales teams, to realise their true potential  
not just as professionals but as colleagues, as team players, and business advocates.*

## Profile

For over 25 years of global experience, Jason has been helping people and companies build value with connection and building effective relationships that last. He coaches and trains salespeople to master their relationships with clients and prospects.

A lot of sales training emphasises tactics used to get a ‘yes’ or for pitching persuasively. But in today’s environment, the most important asset is the relationship you have with your clients. Selling or serving others is about driving business results, it’s about increasing revenues, and most importantly, it’s about converting conversations.

Unless you can convert a sale, you can’t make a sale; you can’t build client relationships. Jason’s approach to sales training centres on critical areas such as self-motivation, personal relationship strategies and individual tenacity.

Sales is a human interaction where the salesperson generally seeks to build a relationship with the customer or buyer. Therefore, knowing information about prospects and developing interest in their world can help to secure sales and retain the customers long-term.

Instagram



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## Services

### *Sales Coaching*

Sales coaching is an important and effective way to help salespeople and leaders to gain focus, confidence in what they are doing, and drive a process to enable them to build effective long term relationships back up by authentic conversations.

What makes people sell?

Lets us looks at how we can build your mindset into as resilient and focused as possible so you can get what you want and achieve high performance.

### *Business Coaching*

Running a business can often feel like a very solitary pursuit. However, as with most things in life, having an experienced mentor like Jason Cooper you can rely on is one of the most valuable resources available to business owners.

You see: Most business owners looking for advice on how to grow their company have a limited amount of resources.

With over 25 years of knowledge, Jason Cooper will serve as your flashlight into the dark

### *Sales Training*

Building results is a key part of any organisation, so it's no surprise that sales training has many facets and areas to look at. So what are the best need and bespoke focus for your organisation now?

I'll explore the mindset of a successful salesperson and what can you do to connect your passion to the dream. Building a process to connect with people and build that rapport, relationship credibility and respect. How to build a successful story and effective communication. I only focus on your results to make your business shine.

Do you want to learn how to make an impact on your bottom line?

If so, these fun and engaging bespoke workshops will help you and your sales team convert more, build quality customer relationships that last and own your mindset.







## Podcasts and Live Show Interviews

### *Mindful Leadership and The Global Sales Leader*

Interesting conversations with some of the most dynamic leaders to find out exactly what they do how they work in this ever-changing world. We shall be discussing Sales, Leadership, Business, Coaching and the Mind.

My mission is to impact thousands of sales and business professionals to help them get what they want globally to transform their ability to convert sales into revenue streams 25 years working in the UK and Ireland with corporate and startups and have co-founded 2 businesses.

### *Mindful Leadership Podcast*

Samples of Podcasts, listen to all episodes on Apple Podcasts and Spotify



### *The Global Sales Leader Podcast*

Samples of Podcasts, listen to all episodes on Apple Podcasts and Spotify



**\*\*All Podcasts are also available in Video Format via Jason's You Channel\*\***

<https://www.youtube.com/c/jasoncooper1970/videos>

### The Mindful Leadership and Global Sales Leader Podcasts

where voted Award-winning sales coach and trainer Ireland from the corporate vision  
Top 60 Sales Leadership Podcasts You Must Follow in 2021

[https://blog.feedspot.com/sales\\_leadership\\_podcasts/](https://blog.feedspot.com/sales_leadership_podcasts/)





## Testimonials

Don't take our word for recommendations, find out more from some of the organisation and clients Jason has worked and collaborated with.

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**Jeffrey Moran**

**Learning Consultant, Sales Coach, Communications Trainer at IBM**



*"Jason recently delivered his 'Science of Selling' talk to us here at IBM Digital Sales European HQ. The session received strong uptake in IBM. The feedback from the audience was that the talk was informative, engaging and thought provoking. What more could you ask for?"*

*I would recommend Jason to any company looking for as a strong business trainer with an open communication style who uses the latest thinking in learning methodology."*

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**Alexandra Pedro**

**Entrepreneur, Marketer and Creative**



*Jason helped me find direction for my business through sales coaching. In addition to role playing to improve my selling skills, Jason also facilitated exercises to help me nail down my target audience and my place in relation to my competitors.*

*If you are a solo entrepreneur looking for support and practical tips to improve your ability to sell, Jason is the person for you.*

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**Simon Haigh**

**The Growth Strategist - Global Business, Leadership, Brand & Mindset Growth**



*Jason is an accomplished coach, sales expert and advisor. He combines ability, capability, insight and empathy and I highly recommend Jason.*

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**Owen Fitzpatrick**

**Owen Fitzpatrick LLC / Helping corporations master influence through psychology and neuroscience**



*Jason is an extremely capable and skilled communicator with strong coaching skills. He is easy to work with, likable and very focused and can help you get results!*





## Companies and Organisations

Jason has consulted and trained in sales and personal development



## Jason's Contact Details

Get in Contact with Jason to find out more information on how he can help you and your business or organisation today.



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## Social Media Links

Connect with Jason across all of the Social Media Platforms



[@jasoncooper.io](https://www.facebook.com/jasoncooper.io)



[jcooper1970](https://www.linkedin.com/company/jcooper1970)



[@jasonacooper](https://twitter.com/jasonacooper)



[@jasonacooper](https://www.instagram.com/jasonacooper)



[@jasonacooper1970](https://www.youtube.com/channel/UCjasonacooper1970)



Clubhouse [jasonacooper](https://www.clubhouse.io/jasonacooper)

## Podcasts

Listen to Jason's Podcasts available on Apple Podcasts and Spotify



[Itune:- https://apple.co/3isbl6p](https://apple.co/3isbl6p)



[Spotify https://spotify.fi/3x9ahxK](https://spotify.fi/3x9ahxK)

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Learn More In my newsletter:- <https://bit.ly/3r6P4RZ>

