



# Greg Southorn

FIRM TITLE - Associate

ROLE - Sales Revenue & Producer Training Systems / Program Implementation

EXPERIENCE - 28 Years

## SPECIALIZATION

- Sales Systems
- Producer Training and Development

## RELEVANT EXPERIENCE

As a MIHI associate, Greg offers extensive experience in corporate sales and marketing. Greg's diverse sales management career offers unique experience to our team in the areas of media, technology and regional / international wholesale distribution. His extensive business knowledge has created success for his partners in revenue, team building, operations and long term goal setting.

## EDUCATION & LICENSING

- Executive Marketing, University of Toronto
- Television Broadcasting, Loyalist College

## CONTINUING EDUCATION & CORPORATE STUDIES

- Industrial Marketing Management
- Canadian Business Studies
- Wilson Learning - Counselor Selling, Management Development, The Versatile Organization
- Ken Blanchard - Situational Leadership
- Xerox - PSSII (Personal Selling Skills)
- M.R. Communications - Presentations that Work
- Billings and Associates - Trade Show Selling
- Sony Corporation - The Management Game

## PROFESSIONAL AFFILIATIONS

- International Interactive Communications Society - Co-Founder
- Ontario Society for Training & Development - Honorary Member
- International Television Association
- Society of Motion Picture Television Engineers

## SPEAKING ENGAGEMENTS

- Guest Lecturer - Universities of Toronto, Calgary, Vancouver; Ryerson, Algonquin & Seneca Colleges

## COMMUNITY DEVELOPMENT

- Belleville Waterfront Festival - Chair of Advertising and Media Relations
- Loyalist College Advisory Committee
- Quinte Action Committee

## AWARDS & DESIGNATIONS

- Culligan - President's Club (Circle of Excellence) 2003 and 2004
- Culligan - Top Performing Dealer 2003
- Sony of Japan - Sales Achievement 1984