

TEXAS  STATE
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MSEC SEMINAR AND COMMERCIALIZATION FORUM



INVITED SPEAKER:

Ms. KELLE HAND

“CREATING AND SUSTAINING BUSINESS DEVELOPMENT
RELATIONSHIPS – FINDING YOUR PRESENCE AND CONNECTING WITH
AUTHENTICITY”

April 26th, 2019

1:30 – 3:00 PM

RFM 3241

Biography:

Kelle Hand has successfully led channel, sales and marketing teams in key technology industries, including networking, storage, data, and VOIP. Her broad experience includes channel leadership, sales enablement, sales training, global business development, international client relationships, strategic account growth, marketing management and executive alignment. She has worked regionally and globally with Centurylink, Qualcomm (McDATA/Dell/EMC), Polycom, Siemens and Cisco. She is currently leading Business Development at Apogee, a higher-education internet services company in Austin. Prior to this, she was Cisco's Central Area Manager for State/Local/Education/Government.

Abstract:

Hand sells from the heart and soul. With over 25 years of High-Tech development experience, she has integrated the best skills and tools from Business Value Selling, Consultative Selling and Authenticity Selling. Hand's mindset is to make a positive difference in the lives and working environments of her prospects and clients. She will share stories and facilitate experiential exercises on the CLIENT model of business development.

FOR MORE INFORMATION OR IF YOU WOULD LIKE TO HAVE LUNCH WITH THE SPEAKER,
PLEASE CONTACT DR. SHANNON WEIGUM AT SWEIGUM@TXSTATE.EDU