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With more than 15 years of direct sales, sales management, and executive leadership consulting experience, Josh Magee specializes in assisting companies that are facing sales growth and productivity challenges in times of dynamic competition and evolving economic landscapes. Through sales performance and leadership consulting and training, Josh has delivered results to hundreds of clients at Fortune 500 corporations worldwide, including GE, Siemens, Mitsubishi, Goldman Sachs, Shell, BP, NextEra Energy, Iberdrola, E. ON, EDP, Vale, and Goldcorp.

In his current role as Managing Partner with ValueSelling Associates, Josh delivers competency- and process-based training, consulting, and keynote speeches on escalating sales performance to business-to-business organizations around the world. He combines his broad experience and industry knowledge with real-world practical applications to motivate and educate sales organizations in both global corporations and start-ups.

Prior to joining ValueSelling, Josh was the Founder and CEO of Negawatt Research, an industry-leading market research firm focused on the global renewable energy, green building, and energy efficiency sectors. In this role, he utilized the ValueSelling Framework® to consistently exceed annual sales revenue, profit, and market share projections, achieving an average 120% annual revenue growth rate. Before founding Negawatt Research, Josh served as the Research Director of the North American Wind Energy Advisory at IHS Emerging Energy Research, where he oversaw more than 100% growth in the department's annual revenue and client base.

Josh is a regular speaker at industry conferences and executive summits; a guest lecturer at Harvard, Stanford, MIT, Columbia, and New York University; and was named a Top 30 under 30 by Windpower Today magazine. Josh holds a Bachelor of Arts in International Economics from Stanford University.

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