



## Dominique Hans

Associate

Dominique Hans brings over 20 years of sales, sales management and executive leadership experience to clients around the globe. Whether serving as a trusted advisor to the C-suite (CSOs, CROs, CEOs) or facilitating workshops for sales and marketing teams, Dominique shares the power of the ValueSelling Framework to increase deal size, decrease onboarding time and improve win rates.

Prior to joining ValueSelling Associates, Dominique held enterprise sales roles—sales executive, sales manager, global account manager, district manager—for Siemens, Gartner and EMC. She has successfully acquired and grown both new and existing accounts in the high tech, telecom, aerospace, automotive, manufacturing and pharmaceutical industries. Clients include Airbus, BNP Paribas, LaFourchette, Microsoft France, PSA, Renault and Sanofi, among others.

A dynamic presenter, Dominique has used the ValueSelling Framework so many times, it is second nature, automatique. She guides and nurtures teams to leverage this very pragmatic sales methodology, which they can apply immediately to change their selling life. The result: people grow and revenues grow.

A Paris-based Francophile, Dominique offers ValueSelling workshops in both French and English. Beyond the office, she loves cooking, theater and travel.

Dominique holds an Engineering degree from Ecole Polytechnique Feminine (Paris, France) and a Master of Management degree from Paris Sorbonne University. She is a Master Practitioner in NLP and certified Coach.

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