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Gene Raphaelian

Associate

Gene brings more than 28 years of experience in sales, sales management, and consulting to ValueSelling Associates. As an early stage employee of Gartner, Gene had the opportunity to be one of the early adopters of the ValueSelling process.

As vice president and research director of Gartner's IT Executive Programs, he was responsible for North American Research, helping F1000 CIOs develop IT strategies. In his position as research director, he was part of the team that launched Information Technology Management, Gartner's middle-market (F500-F2000) product family.

Gene also led the development of products and services and directed the research and advisory organization at Iconoculture, a leading market research firm in the CPG space, and at one time, one of Inc. Magazine's fastest growing companies. In addition, he was a managing director at Scient, an eBusiness systems integrator, where he helped develop eBusiness strategies for F500 clients. Earlier in his career he sold turnkey systems for Hewlett Packard.

While at ValueSelling, Gene has worked with clients such as Gartner, Toshiba, Expedia, FuelQuest, Limelight Networks, Avocent, Meta Group, Rosetta Stone, Wind River Systems, and Monster.com to develop and differentiate products, improve sales performance, and increase client retention.

Gene attended Clark University and is based in Santa Barbara, CA. His passions include his wife and two sons, his two crazy Labradors, all Boston sports teams, as well as cycling, skiing and golf.

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