



## Marilyn Janas

Associate

Enthusiastic, articulate, persuasive, and highly competitive, Marilyn Janas brings over 20 years of experience improving business results in both corporate and entrepreneurial environments to ValueSelling Associates. As a seasoned sales professional, Marilyn has interfaced with hundreds of businesses in a variety of industries which include software development, manufacturing, technology, transportation, logistics, distribution, commercial and residential construction.

Marilyn enjoyed a successful career in the transportation and logistics industry with Eagle Global Logistics and Yellow Freight Systems, Inc. She excelled in positions which included account executive, sales manager, branch manager, regional sales manager, and regional manager. Additionally, she developed and managed an executive search firm.

As an accomplished sales authority and an expert in staff development, Marilyn has successfully recruited, hired, trained, and managed teams which consistently achieved extraordinary results and exceeded corporate expectations. With expertise which includes profit-and-loss management her multi-faceted experience base creates a foundation which supports the optimum in work-force learning. Through the ValueSelling Framework®, she is committed to the delivery of practical, hands-on, comprehensive programs to empower sales professionals with the skills needed to achieve their highest potential, to grow their individual businesses, and thus create a positive impact on their organization's bottom line.

With a passion for both learning and teaching, her purpose is a strong commitment to delivering impactful and practical learning experiences to her clients. She consistently receives the highest marks and positive feedback from both audience members and workshop participants. Along with her strong verbal and written communication, as well as her excellent public speaking and presentation/platform skills, Marilyn is a most highly qualified leader for workshops and presentations. Through customized content and leveraging a wealth of experience, Marilyn provides her clients with the resources to make not only a positive impact in their day-to-day success but assists them in creating a true learning organization that supports ongoing improvement in their companies.

Marilyn holds an MBA from the University of Kansas, a BBA from Wichita State University, a M.A.Ed. in Career & Technical and a Career Technical Education Teaching Credential (CTE) from California State University, San Bernardino. She is a Board Member for Toastmasters and Epsilon Pi Tau, an academic and professional honors group, a National Speakers Association member and has been an instructor and consultant for the Coachella Valley Women's Business Center.

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