

Jeff Newman

Jeff Newman is an accomplished enablement executive and champion of people development. He has spent his career on-boarding, training, and developing technology professionals with the goal of making them the industry's best and brightest. As a culture-focused relationship builder, Jeff partners with leadership, management teams, and subject matter experts to design, develop, implement learning and development content in a wide range of formats and delivery methods. He has a demonstrated history of learning new software, processes and technology quickly in order to convey simply to others.

Prior to consulting, Jeff spent over a decade with Apple as a leader, facilitator, trainer, and technician. Working with teammates and mentors at Apple was the catalyst for Jeff's pursuit of teaching and coaching opportunities and a focus on facilitating individual, small, and large group training for a range of adult learning styles. During his tenure at Apple Jeff achieved certifications for management training, train-the-trainer, culture of feedback, small and large group facilitation, and customer service language skills.

Jeff launched from there to Learning and Development positions supporting tech startup sales organizations. He developed and ran executive coaching and company-wide trainings on a variety of professional skills:

- Soft skills like addressing feedback and overcoming objections.
- Demo, Pricing and proposal certification for sales and customer success new hires.
- Self-serve LMS modules.
- Salesforce implementations (including MEDDPICC Sales Discovery).
- Go to market initiatives for enterprise SaaS software.
- Migration of content to a new knowledge management solution and subsequent launch enablement, platform adoption coaching.
- Numerous video projects from inception to recording, audio work, editing, and production in Camtasia and Premiere Pro.

Jeff earned Bachelor's degrees in Communications and in Theater from Purdue University. He is an accomplished cook and amateur juggler.