



Creating Connection: A Workshop for Successful Networking



Sean W. Hand
Founder/CEO
Selling By Hand

Sean Hand is a seasoned sales consultant, author, and coach with over 15 years of experience in the industry. Sean's journey began at KPMG, climbing the ranks to become the youngest Senior Director of Business Development in the country, selling over \$150 million in new business in his past 6 years at the firm. In addition to his personal sales achievement, Sean served as the sales performance leader for a national sales team with a combined annual new business goal exceeding \$180 million.

As if that wasn't enough, Sean's also been on a nationwide tour for the past decade, partnering with organizations to enhance their professionals' client development and sales skills. He brings his wealth of real-world experience and a deep understanding of effective sales strategies across various industries.

Sean recently resigned from KPMG to build Selling By Hand, a business development consulting firm dedicated to helping organizations harness the power of relationship selling to exceed their most ambitious sales goals.

Authorship crowns Sean's multifaceted career, with his book, *That Was Awkward: 7 Secrets of an Awkward Networker*, achieving best-seller status on Amazon. Recognized as a must-read for individuals eager to build diverse, powerful networks, the book reflects Sean's insightful and practical approach to networking.

With a global reach, Sean's in-person and virtual trainings along with his published work on the topic have inspired professionals in over 60 countries. His ability to connect with audiences on a personal level, combined with his wealth of experience, positions Sean as a sought-after consultant and coach in the sales field.

Lastly, born and raised in Philadelphia, Sean embodies the values of hard work, resilience, and authenticity. Family-oriented and happily married to his high school sweetheart, Sean and his wife enjoy spending down time with their three wonderful children.

Prospective clients engaging with Sean can expect a fun, high-energy, collaborative partnership that leverages a rich tapestry of expertise, a proven track record of success, and a commitment to fostering lasting professional relationships. Sean is ready to empower businesses and individuals alike in achieving their sales and client development goals

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