

CHRIS STOCK MBA

‘Delivering Results’



Profile

Chris Stock is a qualified and experienced sales consultant, trainer, coach and facilitator, and has 20 years of customer facing expertise gained working within the UK and Internationally. He focuses on ‘enhancing sales performance’ within an organisation and works with the sales force and management team to deliver sales results. His diverse experience allows him to relate to all areas within the organisation.

Career background

Chris is the founder and Managing Director of ‘endless perception limited’, an organisation focused on supporting ‘top line’ sales revenue and sales transformation. Chris is an acknowledged leader in this field and can bring about real ‘behavioural change’ through highly energised motivational seminars and workshops. He often speaks at sales conferences and seminars on developing these capabilities in leaders and sales teams.

Prior to ‘endless perception’, Chris held senior sales management roles for Intel Corporation managing Hewlett Packard, EDS and finally as the Global Account Director for BP. Chris joined Intel from IBM Corporation where he was a senior Sales Account Manager and Client Solutions Executive selling Strategic Outsourcing.

Chris holds an MBA and Executive Coaching Certificate from Henley Business School, is a certified NLP Trainer, and is currently studying a Doctorate in Business Administration (DBA) specialising in Sales Leadership and Sales Force Development. Chris also works in conjunction with the Henley Business School coaching MBA students, is a member of faculty and tutors at the Chartered Institute of Marketing, and judges at the National Sales Awards. He holds Non Executive Directorships, is a member of the CBI SME Council and Chair for North Berkshire Young Enterprise board.

Contact Details

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