

Michael Lespinasse



HIGHLIGHTS

#1 ranked sales rep in the nation (twice)



Obtained two Master's Degrees

Award-winning sales trainer



Spent time as a professional actor, appearing on TV shows such as Grey's Anatomy, NCIS, and more

Founded U-Knight, a coaching and corporate training company



As a nationally award-winning, pharmaceutical sales representative and sales trainer for Abbott Labs, PDI, and GlaxoSmithKline, Michael Lespinasse trained and coached sales teams and new hires across the US. An expert in sales conversations, territory management, and coaching, Michael has helped sales teams achieve top tier rankings in market share and revenue growth.

Seeking an additional contribution, Michael became the founder of U-Knight, a company focused on Diversity, Equity, and Inclusion training and coaching individuals. He has worked with healthcare, recruiting, and law firm executives in increasing employee diversity, engagement, and training strategies.

In pursuit of maximizing his coaching and facilitation skills, Michael obtained two Master's Degrees, first in Spiritual Psychology from the University of Santa Monica, and then in Instructional Design from Western Governors University. He also has a certificate in Diversity and Inclusion from Cornell University.

To help executives and teams reach their goals, Michael's coaching and facilitation style focuses on effective questioning, active listening, empathy, and the practice of emotional intelligence.

CERTIFIED TO DELIVER

- *The 4 Essential Roles of Leadership™*
- *The 6 Critical Practices for Leading a Team™*
- *Change: How to Turn Uncertainty Into Opportunity™*
- *Helping Clients Succeed®*
- *Leading at the Speed of Trust®*
- *Speed of Trust® Foundations*