

BELL ► CROSS SALES COACHING

Kim Bell-Cross

Kim Bell-Cross has successfully been involved in selling since 1983. After completing 4 years in the military as an Intelligence Officer, his passion for selling led him to Kalamazoo Business Systems where after extensive in-house sales training, he became their top selling sales representative. This was the start of a successful career in sales and sales management. His vast sales experience is the result of selling successfully in a cross section of industries including direct, corporate, timeshare and property sales.

This can be attested to by his achievements, some of which include:

'Top Producer'	Sol Energy 1985 (door to door)
'Highest Recorded Sales'	Professional Business Forms 1986-9
'Top Achiever in the Timeshare Industry'	Timeshare Dynamics 1989
'Top Sales Producer'	Timeshare Dynamics 1989-1992
'Million Club'	JVI 1992-1995
'Highest Closing Ratio'	JVI 1993-1995
'Top 100 Sales Professional of the Year'	RCI 1992 & 1995
'Top Ten Sales Professional of the Year'	RCI 1993-4
'Highest Sales Turnover'	Princes Grant Realty 1996-2002
'Top Sales Producer'	Pezula (Sparrebosch Realty) 2003-2005
'Best Customer Service'	ABSA Homeloans 2004
'Fastest Selling Development'	The Moorings, Knysna 2007/8

In 1991 he was promoted to Sales Manager at Timeshare Dynamics and was responsible for the management, recruiting and training of their 30 sales agents. It was at this time that he formulated his first sales training course based on his personal sales experiences. This led to the establishment of Kim Bell-Cross Sales Training in 1992. It proved a valuable tool as he was actively involved in sales and sales training simultaneously, and the one complimented the other.

Today he personally ensures the success of all Kim Bell-Cross Sales Training projects, sharing his vast field experience, wide product knowledge and successful selling ability.

The following are some of the companies who have enjoyed benefits of the training:

Pinnacle Point Golf Estate and Casino, Three Cities Group, Mantis Collection, Cannon, Ram Couriers, Platinum Vacation Club, Old Mutual, Strategic Leisure Management, Zululand Safari Lodge, Nashua, Anderson Consulting, KPMG.