

## Ed “The Rainmaker” Robinson Biographical Sketch

Ed Robinson has been a business growth advisor and sales trainer for over 30 years. He has consulted, coached and spoken to thousands of audiences and hundreds of businesses in more than 30 countries and multiple industries.

Ed has helped facilitate the growth of many organizations in the areas of leadership and business development and sales with focused projects to improve performance and productivity.

The CEO of Robinson Performance Group, his company provides business growth strategies and leadership skills to organizations worldwide, “transforming professionals to Rainmakers.”

Whether he’s speaking to Kiwi’s in New Zealand, Aussies in Sydney or professionals in North America and Europe, Ed shares practical strategies and techniques to enhance sales and revenue for organizations.

Ed has authored several books: “4 Giant Steps to Leadership,” “From Fighting the Storm to Dancing in the Rain,” and “The Million Dollar Rainmaker” series, a parable about developing new business. Ed’s newest product is “Rainmaking Strategies for Success” a sales and marketing system that has a proven track record for teaching sales professionals how to close more business.

Some of the organizations Ed has worked with include UniGroup Inc., KPMG, Wells Fargo, American Airlines, Blue Cross/Blue Shield, HUD, Institute of Internal Auditors, MetLife, Merrill Lunch, Zurich Financial, Clear Channel, Time Warner, the US Postal Service, Deloitte, Environmental Protection Agency and NCR Corporation.

