

Thomas Ellis- President/Chief Sales Coach – EWC Consultants



Thomas is a sales management veteran with over 25 years' experience in coaching, consulting, developing sales personnel and sales managers. He began his professional sales career in the copier industry before moving on to the telecommunications industry where he was employed by Motorola and Nextel. During his 13-year tenure with Sprint Nextel, Thomas was promoted to the positions of Sales Manager and Director of Sales. He received Sprint/Nextel's highest sales award, President's Council, for 10 consecutive years.

In 2010, Thomas decided to expand his expertise through the launch of EWC Consultants. EWC Consultants focuses on teaching sales teams, business owners and sales professionals how to master basic sales activities which lead to closing BIG deals. The process he developed is repeatable, easy to learn and generates great results.

Some of the clients that EWC has worked with include: Caterig by Uptown AARP, Ideal Electric, Baywood Hotels, JK Moving, FSC First, and Skybitz.

Thomas also serves as a Sales Advisor for the Bowie Business Incubator and Chairman of the Membership Committee for the Institute for Excellence in Sales (IES).

Thomas is also a regularly scheduled guest workshop facilitator at the Maryland Small Business Development Center.

Thomas is also serves as an Adjunct Professor at Prince George's Community College Center for Entrepreneurial Development.

Thomas has authored the following books:

- *How to Close More Sales Today, Tomorrow, and Forever*
- *The Ultimate Sales Resource Guide*
- *How to Be an Awesome Sales Professional in the 21st Century*

He was also a contributor to the book, *LinkedIn and Social Selling for Business Development*.

Thomas is also a featured writer in *The Sales Mastery Magazine*.

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