

# Rob Hartnett

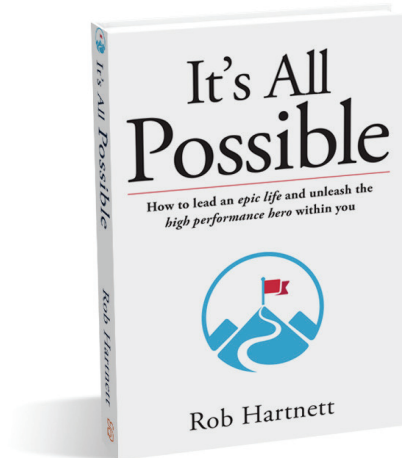
I help Leaders Lead,  
Sellers Sell & People Perform.

Business Growth & Sales Performance Specialist





“ Thanks again for a great session with our leaders. Simplifying it down, keeping it real and relevant are hallmarks of all your sessions with us and we appreciate it. ”



SPEAKER /  
AUTHOR /  
CONSULTANT /

# Rob Hartnett

## Overview

**Rob Hartnett is a global award-winning sales and marketing leader with a proven record of shifting minds and driving exponential growth on the global and local stage.**

After growing up in a small business environment he started his corporate career at KPMG, then worked in senior sales and leadership roles at global organisations such as Apple, HP, Publicis-Mojo, Miller Heiman Group and several leadership advisory firms.

He has won multiple 6 & 7 figure enterprise contracts across multiple industries, built and led teams, designed distribution channels and scaled a number of businesses.

He has also consulted to major finance, supply chain, automotive, IT&T and professional services organisations on scaling sales performance change initiatives

Rob has also been featured on Kochies' Business Builders, Business Daily, Fortune, Herald-Sun, Yahoo! Finance, LinkedIn News, Ticker TV and more. His book *Small Business, Big Opportunity* was promoted and distributed by the Victorian, NSW and NT Governments. His latest book, ***It's All Possible*** on living life with a Possibility Mindset is featured on Blinkist and LinkedIn Learning.

Rob is known as an inspirational, insightful and energetic speaker who helps people shift the way they think, feel and behave, leading them energised, enthused and inspired to take action and turn possibilities into performance.



“ Thank you for bringing such energy and focus today. The team was genuinely inspired and walked away with some powerful actions. ”



# How we help

We first understand the problem you are looking to solve or the opportunity you are wanting to capitalise on. From there we partner with you to design the best possible course of action. This could be the following:

- Consulting and Customer Voice Discovery
- Sales Playbook design
- Sales /Marketing Strategy
- Leadership Workshops
- Conference Speaking
- Executive Coaching

Or, a combination of a number of these over a period of time. While we use proven, robust frameworks and easy to understand, relatable and contemporary concepts we do not do "cookie cutter" sessions. Each one is bespoke and contextualised to your unique needs.

“ Our Business Owners really engaged and loved your content. We had a **95% Rating on your delivery style and content being relevant to their business. Thank you for such an inspiring and informative session.** ”

**Enterprise, Small Business  
& Regional Development  
NSW Government**



# Recent Keynote Topics

**We customise all keynote and conference speaking to your unique needs. We do not do “cookie cutter” presentations. They are all bespoke and built after rigorous discovery with you and your key people.**

Below are some example topics from recent presentations.

- The Power of a Possibility Mindset
- Scaling Sales & Winning Whales
- Fast Times Ahead - Leading in Changing Times
- Advanced Selling Strategies
- Navigating the Future
- Developing the Leader Within
- Building a Customer First Cultures

“ I highly recommend anyone, in any business, industry and position to reach out to Rob to discuss how thinking big will elevate you and your team’s business goals to the next level. ”

 LUMIFY

“ You are so engaging and easy to talk with. It was fun! ”

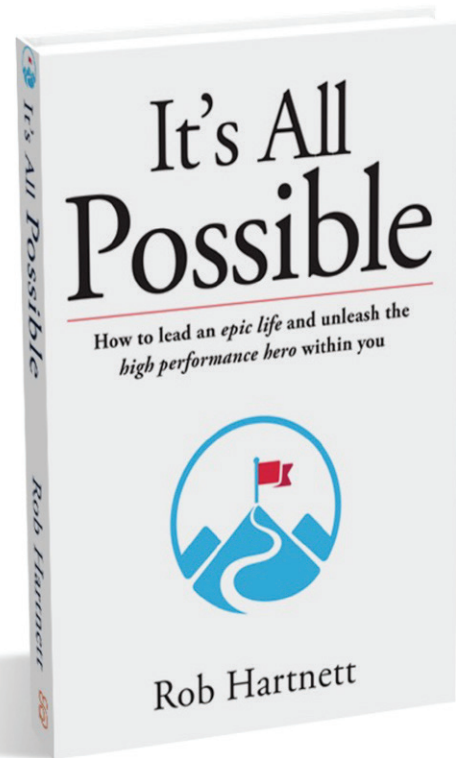
**Lorraine K. Lee**  
**Best Selling Author and LinkedIn Influencer** (326k Plus Followers)

# Recent Workshop Topics

The list below is not exhaustive and is intended to spark thinking in terms of recent and foundational workshops we have run for some time. Each workshop is customised and contextualized to your needs and delivered in person from half day to two days in person or over a series of virtual sessions.

Leadership	Sales Performance	Mindset
Leading High Performance Cultures	Effective Client Interactions	Growth Mindset in Practice
Conversations That Matter	Strategic Opportunity Management	Developing a Possibility Mindset
Strategic Stakeholder Management	Protecting & Growing Key Accounts	Re-Imagining Possibilities – Leading People to Think Bigger!
Developing High Potential Leaders	Coaching for Sales Managers	Navigating the Future in Changing Times
Leading & Scaling Sales Teams	Influencing Channel Partners	Building a Culture of Possibility

# Publications



*"It's All Possible" is a highly readable and fantastically relatable book that gives you everything you need to land your impossible dream, in a simple and practical way! Seriously well done, Rob Hartnett.*

**ALISA CAMPLIN - OLYMPIC AERIAL SKIING GOLD & BRONZE MEDALIST, GLOBAL RESILIENCE & HIGH PERFORMANCE CONSULTANT.**

Rob has been a tremendous partner on our change journey. Change can be hard. The spoils go to those that embrace it. "It's All Possible" will be an invaluable companion to myself and the wonderful team of Possibility Seekers at Vanguard.

**MATTHEW LUMSDEN, FORMER HEAD OF DISTRIBUTION VANGUARD INVESTMENTS AUSTRALIA LTD**

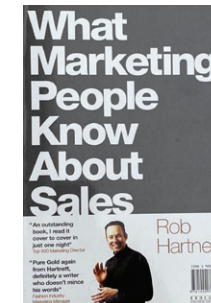
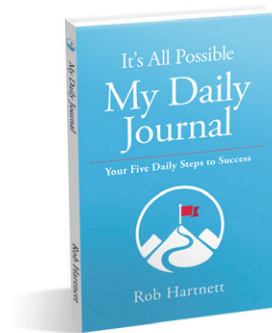
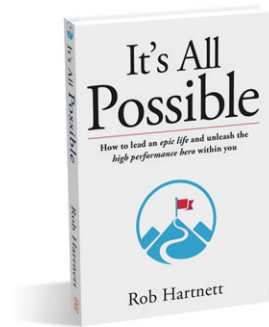
*From someone who has chased their dreams and made them a reality, it's awesome to see such a helpful and inspiring book showing the intricacies of goal setting and following through. "It's All Possible" goes through some great real life situations that everyone can relate to.*

**TOM BURTON, OLYMPIC GOLD MEDALLIST , WORLD & AUSTRALIAN CHAMPION YACHTSMAN**

Rob Hartnett is passionate about all he does, and is a master communicator when it comes to spreading his enthusiasm. I have seen him in action at many corporate and sporting gigs, and he never fails to inspire everyone, as he is done with his book "It's All Possible."

**ALISTAIR MURRAY AM, CHAIRMAN RONSTAN INTERNATIONAL & PRESIDENT AUSTRALIAN SAILING**

# Publications and Media



“ Add Rob Hartnett’s name to the list of those who write books filled with high impact insights travelling in clusters at Mach 3. ”

Robert Morris, Hall of Fame Reviewer, **Amazon.com**

# Client Feedback



Rob has a long and distinguished track record in leadership, cultural change and high-performance coaching. He has an uncanny ability to make the complex simple and make new habits stick. His extensive global experience has resulted in a treasure trove of war stories to bring theoretical concepts to life but importantly gives him instant credibility as he has been in the trenches.

## Johnson & Johnson

I wanted to let you know the energy you left in the room was amazing. You have inspired my team to think bigger and it's my job now to ensure the actions are taken. Many thanks.



Rob, you far exceeded my expectations of a speaker in our Master's Program. The discipline of great preparation and content delivery was explicit, and it balanced perfectly with sincere enthusiasm and creating some very funny moments. It was a joy watching the master at his craft.



We achieved an 86% NPS Score and 100% recommendation from all participants from your Strategic Selling workshop. We are all so excited with what we achieved.

# Client Feedback



Congratulations on the Melbourne Workshops. I have had the chance to debrief with a number of participants, and all were glowing and have walked away enthusiastic about the journey ahead.



Rob, it has been a real pleasure working with you as finding people who really understand the enterprise sales process is very difficult, so to have the chance to work with such a professional as yourself has been rewarding and enlightening.



Your energy and delivery of today's leadership topics was welcomed. It got the COGS working to think, reflect and act beyond the moment. You are a star, and we are glad you shone on our team.



Best presentation of the day – as a millennial I really connected with you and the content, and I appreciate that.



Rob is passionate about the Growth Mindset and is very engaging and deeply experienced as well as being a first-class communicator and educator. Rob's style was a perfect fit for my team – high energy, clear communication, curiosity, strong personal drive and a genuine desire to help others to be successful.

# In Person or Virtual – It's All Possible

“Wow! I have spoken to my team and clients and the feedback has been really, really strong! Thanks for so much effort and energy that you bring to every presentation.”



# Client examples



# Contact

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rob-hartnett



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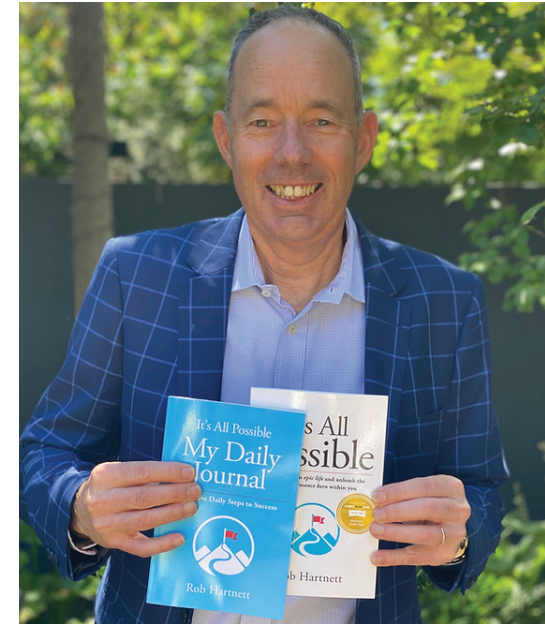


**It's All Possible Podcast**

available on Apple, Spotify, iHeart, Amazon



robhartnettlive



**Business Performance  
International**

SALES PERFORMANCE SPECIALISTS  
We grow Mindsets and Results