

# Rob Hartnett

## *Possibility Mindset and Revenue Growth Specialist*

Rob Hartnett is the go to expert when it comes to growing mindsets and revenue.

Rob delivers presentations that inform, influence, entertain and most importantly inspire audiences to take action by embracing a Perspective of Possibility and taking their first possible step to their impossible!

He is one of the few people who can talk about the mindset, skillset and toolset required to succeed at the highest level in today's competitive, distracted and changing world because he has done it in business and in sport and continues to do so today.

His book *It's All Possible* and its companion *My Daily Journal* have been recognised by Amazon, Blinkist and the C-Suite Book Club.

An award winning speaker, coach and advisor on mindset and sales performance, Rob Hartnett has worked closely with major international and Australian companies that include EY, NAB, Samsung, Mercedes Benz, REI Super, Repco and Telstra .

### **More about Rob Hartnett:**

Starting his career at KPMG Rob has worked in senior leadership roles at global organisations such as Apple, Hewlett-Packard, Publicis Mojo, Miller Heiman Group and the NeuroLeadership Institute. Rob and the teams he was part were awarded:

- Nine Times Global Presidents Club Miller Heiman Group
- Four Times Apple Reseller of the Year
- Two Time Advertising Agency of the Year
- High Achiever Award Hewlett-Packard

He has also worked in the Start-Up environment as an executive, investor and advisory board member and also wrote the popular book *Small Business, Big Opportunity*.

His passion for the pursuit of the possible extends to sport where he is a former World & State Champion yachtsman.

Rob holds a Bachelor of Business and a Post Graduate in Applied Finance & Investment, is the



Managing Partner for Value Selling Associates and an Accredited Leadership Coach with Maxwell Leadership.

Rob is the host of The It's All Possible Sales Podcast and has appeared as a regular contributor on a Kochie's Business Builders, Bread TV , Business Daily on SkyNews , Good Morning Australia and Yahoo! Finance.

With a strong focus on exceeding expectations, he is known for his relentless research on your audience, his flexibility with event organisers and a focus on the specific outcomes desired for your session. This passion for performance has led to him speaking across Australia, Asia, the USA & UK.

### ***Rob Hartnett speaks about:***

**The Possibility Perspective, It's All Possible, The CHAMPION Process, The Power of Value Selling, The Neuroscience of Sales, Compelling Conversations.**

- Motivation
- Mindset
- Sales Performance
- Leadership & Sales Leadership

### **Client testimonials**

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

**- Australia Post**

“ 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 perfect fit for my team - high energy, clear communication, curiosity, strong personal drive and a genuine desire to help others to be successful.

**- REI Superannuation**

“ Rob Hartnett is a rock star of B2B and B2E sales. When Rob speaks, people listen and are blown away by the level of his insight and depth of experience, both domestically and internationally.

**- Telstra Enterprise**

“ The feedback was overwhelmingly positive regarding your content and delivery. Thankyou Rob, you rate right up there with the best.

- ***Spanline Australia***

“ Thank you for your Vanguard session in Adelaide last week. It was one of the most engaging personal / business developments sessions I have attended in a while.

- ***Vanguard***

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

- ***Toll Group***

“ Thank you for coming over and sharing with us a great session. I am impressed with your knowledge of our profession and our organisation in particular.

- ***EY Hong Kong***

“ Rob’s energy, enthusiasm and depth of knowledge ensured that the entire group benefited from his sessions and we now implement many of the ideas learned from Rob in our day to day interactions with clients.

- ***National Australia Bank***

“ Thank-you for the excellent presentation yesterday. The tailoring of your presentation based on the brief was spot on. It created a lot of conversations (late into the night!) and opened our minds to our roles into the future.

- ***RUAG Aviation Engineering***

“ Can I just reiterate how inspiring I found your presentation – you’re such a dynamic speaker and the content was compelling. How fascinating are our brains!!

- ***Community Clubs Victoria***

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