

Richard Few

I was 13 years old when I was set my first sales target working part time in a local golf club pro shop. With a much wanted reward waiting for me if I achieved the target I got focussed and worked hard. I did achieve it and my then boss honoured his promise and I got my first hit of sales adrenaline

Fast forward to 2017 and I have had an amazing 15 years in my chosen profession, fine tuning my craft and making my journey from sales person, to sales manager and ultimately sales director.

Very early on in my career I developed an obsession with the science of my profession, reading, listening, watching and practicing the art that has given me so much. I have been privileged to work with and for some amazing people along the way in businesses, from start ups to £1bn corporations. All in a mixture of industries and along with the authors of many books I give thanks to them all for my success so far.



While I will always be learning, the time has come to take what I have learnt and deliver it back to the businesses that need it the most through Sales Geek. The business world is constantly changing and providing fresh challenges for SME's; selling product and services, my ambition is to guide as many of those SME's as possible to success. I hope you join me for the journey.

Mike Hawkins

Mike Hawkins MA, BA Director of H10 Marketing

Studied product design in Cardiff and then did a post grad at Manchester.

He worked as Advertising Manager in London for Field and Trek an outdoor pursuits retailer, now part of the Sports Direct.

Mike spent 10 years working for Mainetti as European design manager. At Mainetti he worked with many of the high streets leading clothing retailers. Predominantly designing point of sale products for Nike, Burton Group, M&S, Walmart and hundreds of others.

Mainetti registered over 20 patents and hundreds of registered designs in mikes name.

For the past 15 years Mike has been leading a team of web developers to create websites to make people say Wow. Over the years Mike has

helped create hundreds of websites, but his main passion is other people's businesses and how to help them grow.



Steve Swift

Steve Swift has a three-decade track record in the technology and telecommunications industry leading Queens Award winning companies and recognised by the Institute of Directors as twice winner of the IoD Director of the Year North West Awards. Steve is co-founder of Legal Telecoms a specialist cloud telephony company serving the legal and professional sectors.

Alongside his business interests Steve also assists other businesses and consults in areas of sales and marketing and leadership development. Steve has his own unique system of increasing performance and effectiveness by bridging the gap between Business, Sports, Academia and Neuroscience.

Steve also runs private Mastermind and Roundtable programmes and has helped Olympians, athletes, entrepreneurs, and business owners breakthrough to new levels of peak performance and achieve extraordinary results.

