



Leigh Schuckman
Director of Business Development

*Sandler Training,
Hauppauge, New York*

Leigh Schuckman is the Director of Business Development at Sandler Training of Hauppauge, a Long Island-based company that focuses on executive leadership, sales management and the sales process. She has coached, trained, and mentored sales and sales management teams, as well as executive leadership on the Sandler system and team-building to help her clients extract the growth and profitability they are seeking.

Leigh has more than 20 years of experience in sales/business development and sales management in various industries including retail, HR benefits and financial software. Having worked at all levels in the sales profession (from sales rep to sales/marketing director), in organizations ranging from start-ups to large corporations, Leigh has brought invaluable insights to Sandler Training. She understands, from first-hand experience, the importance of having a solid selling system in all sales situations. She is a recent recipient of the corporate Sandler 2018 Gold Award, and 2018 Heavy Hitter Award (for outstanding training accomplishments, contributions to Sandler programs, and surpassing client development and sales goals), as well as Rookie of the Year!

Leigh has presented talks at many prestigious organizations around Long Island, including:

- Suffolk County Women's Business Enterprise Coalition
- Gerontology Professionals of New York
- Long Island Advancement of Small Business
- Independent Business Women's Circle
- Queens Chamber of Commerce
- Women Presidents Organization
- HIA-LI Young Entrepreneurs
- Business Impact Group
- NADP- National Association of Divorce Professionals

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Specialization:

- Analysis of Selling Challenges
- Developing Sales Training
- Account Planning and Prospecting
- Sales and Sales Management Coaching
- Keynote Speaker
- Networking and Referrals
- Field Reinforcement Programs
- Certified Sandler Trainer
- Certified Extended DISC Instructor
- LinkedIn and Social Selling
- Benefits Selling
- Customer Service Training