

Mr. Jeff Shumway
Senior Management Consultant and Instructor, FranklinCovey Company

Jeff Shumway brings a wealth of experience in overseeing all aspects of business from marketing, innovations, consulting, sales, finance, business development, administration and operations. He has been instrumental throughout the years in helping companies establish process within their organization where needed, while helping to drive skill development of key business professionals to help organizations efficiently and effectively drive their top- and bottom-line growth.

For over 30 years in a wide spectrum of industries, Jeff has brought leadership to help organizations improve their consultative sales and consulting effectiveness. He has held key executive positions from CEO, VP Sales, to General Manager. Jeff has had experience in running his own business as well as working in corporate positions as a divisional leader.

Prior to joining Franklin Covey, Jeff was Vice President of Consulting at Hunter Business Group, overseeing new business development. During his years with Franklin Covey, he has held several key leadership positions, including VP of Strategic Alliances helping to drive indirect strategic partnerships, and General Manager overseeing Franklin Covey's Consulting Group, VP/GM of Sales for the Sales Performance Practice, as well as traveling the world consulting with and teaching organizations the Helping Clients Succeed process. He currently is a Practice Leader in the Trust Practice helping organizations with the effects of Trust on the cost and engagement of a non trust environment.

In addition to holding a Bachelor's Degree in Business with a minor in accounting from Westminster College, Jeff is certified in Helping Clients Succeed sales training and consulting, and has taught sales training both to sales professionals and companies in various industries throughout the United States and all of Europe. He has been trained in Seven Habits of Highly Effective People and First Things First Time Management Training as well as Sales Negotiations.