



Jane Gentry

Entrepreneur. Women Business Owner. Relational Intelligence, Sales and Leadership Consultant

Jane Gentry has had a successful 30-year career in Sales, Sales Management, Consulting, Executive Coaching and Keynoting. Since forming her practice in 1999, Jane has partnered with her client to improve sales/profitability, client retention, employee retention and leadership capabilities.

Jane draws on her years in business to help senior sales leaders create engaging, collaborative and profitable client relationships. She crafts solutions that include repeatable processes, insights-based sales positioning, value-based selling, bridging the gap from tactics to strategy and telling the right story. The result is better articulated value, better delivered value and a better value to your bottom line.

Even HR leaders bring her in to coach managers on inspirational leadership and using Relational Intelligence to build high-functioning cross generational teams and improve employee engagement.

With continued appearances on the speaking platform at high-profile meetings from Canada to the Czech Republic, Jane addresses topics from Relational Intelligence to Inspirational Leadership to Selling Value. Audiences and clients have described her as “a woman with a vision,” “energetic” and “inspiring”.

The world’s most successful organizations have brought Jane on board, including Assurant, The Home Depot, Milliken, Philips, Coca-Cola, Georgia Pacific, BAE Systems, Stryker, GSK, Eclypsis, Transamerica, Wellpoint and SAIC.

Jane holds a BFA/MFA from Kent State University/ The University of Pittsburgh. She also holds a CPI (Certified Professional Innovator) distinction from GA State University. Earlier in her career she was a professional stage actress. Jane lives in Atlanta, GA.