

# Felipe Ortega

## Expertise

- Sales Coaching and Effectiveness
- Executive Development
- Interpersonal Relationships
- Negotiation
- Organizational Development
- Fluent English & Spanish (written and spoken)

## Education

- B.A., General Business Management – December 1999, University of St. Thomas, St. Paul, Minnesota
- B.S., Economics – December 1999, University of St. Thomas, St. Paul, Minnesota
- St. Paul, Minnesota Wings Flight School
- St. Paul, Minnesota General Aviation – August 1998

## Professional Highlights

- Certified to deliver over 60 Wilson Learning Worldwide programs in leadership effectiveness and sales effectiveness in over 23 countries in audiences such as business owners, vice presidents, general managers, middle management, project managers, sales managers, call centers and sales force.
- Mastery coach certified
- Led the training implementation of a sales effectiveness project for inbound sales call centers in two Fortune 500 companies resulting in a revenue increase of 30% - 40% per call.
- Faculty member since 2007 and ongoing of a sales and leadership effectiveness project for a technology company in a Fortune 1000 company in the US and Latin America. Impact evaluation for the project is more than \$400K revenue increase on a yearly basis as a result of increase in consultative selling skills.
- Account manager and project manager for a global program implementation of negotiation skills for a client in the manufacturing industry in North America and South America with emphasis on their procurement organization.
- Led a risk minimization project for all tender types in a Fortune 500 retail company. Resulted in 15% cost savings in the first year and 30% in subsequent years.

## Experience

- Business Consultant  
**Growth Enterprises / Authorized Representative of Wilson Learning**  
2004 – Present (11 years)
- Consultant **Wilson Learning**  
2007 – 2008 (1 year)
- Financial Analyst **Best Buy**  
February 2003 – February 2005 (2 years 1 month)
- Internal Auditor **Land O'Lakes**  
February 1999 – February 2003 (4 years 1 month)



## Representative Clients

- Autodesk Inc.
- Starcom Media Vest
- Intel
- Amedisys
- Flextronics
- Spartan Staffing
- Brandt Engineering
- Takeda Pharmaceuticals
- BASF
- Comcast
- Time Warner Cable
- Cargill
- Sanofi Aventis
- Abbott
- ABB