



“We help our clients bridge the gap between strategy and results. They engage us to drive speed, momentum, and growth within their organizations.” - Ken Evans

Ken Evans is managing partner for sales and marketing. He also has primary responsibility for CPS' Chief Sales Officer Agenda consulting practice, which helps CSOs develop agendas to take their sales organizations to new levels of performance.

Ken has over 25 years of diverse industry experience in sales, sales management, and executive management. His career began in sales at IBM. During his 15 years with the company, he held various sales management positions. He was instrumental in helping launch IBM's consulting and services business in Chicago. Ken's last IBM assignment was Midwestern Industrial Sector region manager, with responsibility for the \$1-billion sales and service organization.

Moving from high-tech to high-service, Ken joined Waste Management as vice president of sales and marketing for U.S. and Canadian operations. He reengineered the company's sales and service organization to focus more on customers. Identifying significant market opportunity with large enterprises, Ken designed and implemented a national accounts program resulting in \$650 million in annualized revenues from a select group of industrial and commercial clients.

As president of SunSource Technology Services, a \$250-million industrial distribution company, Ken brought together six independently operated fluid power and motion control distribution companies into a single enterprise with one brand and go-to-market strategy. Again, he installed a sales and service culture focused on the critical business needs of customers with an account management and customer service system.

Ken co-authored *Building a Successful Selling Organization*. Using real-world examples, this book imparts what sales leaders need to know to galvanize sales teams to improve customer relationships, sales productivity, and profits.

Ken earned a bachelor's degree in business administration from Washington and Lee University in Lexington, Virginia, and an MBA from Southern Methodist University in Dallas, Texas. He served as an officer in the Army Corps of Engineers for four years.

Ken has served on the boards of various profit and non-profit organizations. Ken enjoys playing golf in his spare time. He and his wife Julie live in Boerne, Texas. They have two sons.

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