NEW MEMBER PROFILE:

Name: Jason Bryan
Title: National Account Executive
Company: COTG/Xerox

Company description:
As the consulting arm for The Xerox Corporation, COTG/GIS scope of services lend to enhancing client communication as it relates to hardcopy & digital workflow processes. This optimization helps define, measure, analyze, improve, and control the metrics – while the breath of our portfolio creates a full solution experience allowing or firm to advise in an ever-changing marketplace.

Last book read: Heavy Hitter Sales Psychology – Steve W. Martin
My Favorite Vacation City/Country: Italy
Favorite Sport and Team: Chicago Bulls & Dallas Cowboys

What has been the most challenging part of your job recently? And, have you made any changes to try and solve some of those issues?
The most challenging area would to continue to stay “unique” in our offerings/services that continues to make COTG an elite vendor/partner.

What have been the most important steps in your life (schools, jobs, etc.) that have led you to where you are today?
The most important advice I have received is to always stay positive in whatever you do. In sales, you have to take risks and great things will happen.

Many people who work within the FM world have to act as ‘leaders’ in their jobs. What do you think makes a good leader, and have you done anything recently that has made you a leader?
What makes a good leader is someone who has a proven track record and can successfully help guide others to meet their goals.

A year from now, what will you have hoped to accomplish, professionally or personally?
Manage and develop high level reps.