

Jed brings over 37 years of experience consulting and coaching executives, managers, teams and entrepreneurs to produce breakthrough results. He has consulted teams in sales, sales management, sales coaching, personal effectiveness, communication, safety and leadership for more than 100,000 people in the US, Canada, Europe, The Far East, Middle East, South Africa, South America & Australia.



In a recent engagement, Jed coached a Fortune 500 manufacturing company's Hand Safety Team. The team successfully reduced the cost of hand injuries by 50% in just one year.

Jed's sales career was interrupted by his service in the US Army Transportation Corps as an officer and aviator. Jed served on both Boards of the Seattle Life Underwriters Association and the General Agents and Managers Associations while earning his CLU degree (Chartered Life Underwriter) from The American College, Bryn Mawr, PA.

After 8 years of successful insurance agency building, Jed changed his career path by accepting a position with an international training and development company. After 10 years of leading a wide range of personal and business development programs internationally and managing 43 program leaders, Jed entered the management consulting profession.

In 2015 Jed became Vice President of HSE (Health, Safety & Environment) Leadership Development for National Oilwell Varco (NOV). One of his HSE accomplishments is that he invented the AboveView™ hardhat, the first hardhat to have a clear, replaceable visor, improving upward peripheral vision by 52%. Prior to this Jed was NOV's VP of Sales Effectiveness beginning in 2008 and in 2012 was named VP of

Learning, accountable for effective delivery of all NOV-wide professional development programs including NOV-University.

Jed is co-author of Coach Anyone About Anything Volume 1: How to Help People Succeed in Business and Life, among Amazon's Best 100 Business Books of 2003 and Volume 2: How to Empower Leaders & High-Performance Teams, 2010. Jed is a lecturer in the Practice of Executive Education at the Jones Graduate School of Business, Rice University.

Jed holds degrees in Communications and Advertising from the University of Washington and a CLU (Chartered Life Underwriter) degree from The American College.