

Bill Morrow

MANAGING PARTNER

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Bill brings 20+ years of cross-functional senior leadership experience in various industries to his clients.

Bill's ability to identify paths around obstacles, build actionable solutions and move a company positively forward in during the implementation stage sets him apart from his peers.

EXTENSIVE EXPERTISE IN:

The integration of Operations, HR, Finance, Marketing, and Sales

Sales process improvement

Sales team assessment & restructuring; sales coaching

Merger & acquisition assimilation

CRM selection and implementation

Hiring and on-boarding "A" talent

Compensation analysis and creation

Prior to ECS, Bill served as Vice President Sales at Lakeshore Learning Materials, where he rebuilt the sales team and improved hiring process which resulted in a 20% increase in revenues YOY. Bill's senior leadership positions include VP Sales North America for Rentokil, a pest control company; and VP Sales for Regus, a flexible workplace provider in the US.

Bill is a graduate of Western Michigan University where he earned a BS in Biology

KNOWN FOR:

Cross-functional integration

Being a change agent

Problem solving and creative thinking

Highly effective sales processes

