

Rich Laster

ASSOCIATE, SALES

rlaster@thinkempirical.com

Rich represents 22 years of sales leadership experience in banking, contract procurement, and business consulting.

An entrepreneurial spirit, he enjoys digging deep into the reality and goals of each client to create real and sustainable results. He delivers an uncanny ability to identify and monetize high value opportunities for clients. Rich's sales experience lends itself to sales leadership roles, as well as strategic planning and front-line sales development.

EXTENSIVE EXPERTISE IN:

- Business development
- Relationship management
- Sales program engineering
- Sales team development
- Sales management & coaching
- Personal integrity paired with a passion for excellence

Rich has deep experience in leadership roles working across a wide variety of industries, including as Managing Partner of a consultancy created to aid in the growth of small & medium enterprises pursuing government and B2B opportunities. Previously, he served as U.S. Department of Transportation Regional Director, where he doubled short term lending and increased procurement by 17% year-over-year.

Rich is a graduate of Temple University.

KNOWN FOR:

Business development

Strong revenue growth

Creative & effective problem solving



empirical
consulting solutions