



Pfeiffer Partner Program

Partner Bio

Two Roads Learning and Development Matthew Bennett

We are **Two Roads Learning and Development**, a global training and development company based in Birmingham, Alabama. To the table, we bring expertise in sales, management and leadership within the corporate and industrial sectors. Understanding that the previous statement covers a lot...simply said...we help organizations move their employees from a level of performance which meets expectations to a level where the employees exert discretionary effort and **exceed expectations**.

That's right! Everyone talks about exceeding expectations; we work with your leaders to develop the skill set and mindset necessary to actually **make it happen!**

Professional Expertise/Services

Matthew Bennett worked in the field of industrial automation and robotics for over a decade where he worked with sales teams such as direct sales, engineering/technical sales, manufacturer's representatives, distributors and reseller contracts. During that time he learned the importance of leadership, influence and persuasion in order to achieve extraordinary results. Since 2001, he has been taking that experience combined with the latest knowledge, to audiences and organizations around the world. Following consulting with the organization to determine need, he offers coaching and training. He also performs keynote presentations for meetings, facilitation for large meetings, and webinars.

Recent Assignments

- Spearhead of multi-year leadership training initiative with billion dollar+ engineered wood products company
- Coached global sales force in Advanced Sales Skills over 12 month period via class and phone
- Conducted national sales meeting for second consecutive year for global garment manufacturer
- SVP of HR wanted to build leaders at the top level in a national food distributor
- Webinar-based initiative focused on graduate level advanced business management knowledge and skills for global business association
- Helped national food supplement company go global by growing long-standing, well-entrenched employees into leaders of a competitive, profitable company
- Coached executives in global engineering company on world-class presentation and professional speaking skills. Multi-session, videoed program with group and individual coaching.

Education and Professional Affiliations

- BS Industrial & Organizational Psychology, UAB
- Past president of National Speaker's Association, Alabama Chapter

Contact Information

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