



## Raymond Ingersoll

President and CEO



In addition to being the founder of The Ingersoll Group, Ray is a published author, frequent radio show guest and host, as well as a sought-after public speaker.

Prior to founding The Ingersoll Group in 2005 Ray began his career within the telecommunications industry, eventually becoming the Director for National and Global Accounts for MCI and leading a sales and support team responsible for over a quarter of a billion dollars in annual revenue.

Ray's work within the performance improvement industry began in the late 1990's and since that time

Ray and his teams have worked directly with the sales professionals and executives of nearly half of the US Fortune 500, including 5 of the 10 largest sales organizations in the world.

Since its inception The Ingersoll Group has assisted organizations the likes of AT&T, Google, Delta, Mazda and Pfizer in the procurement and retention of over \$5 billion of revenue.

The Ingersoll Group currently works with clients with locations in over 20 countries and has recently expanded its own footprint with locations in Canada, Australia and the UK.

Ray has served on various boards of trustees and directors, including most recently the American Seniors Association. He is also the recipient of the Congressional Medal of Merit.

Ray is a former varsity letterman in basketball and graduate of The University of Tampa with a Bachelor's Degree in Psychology.

He resides in Atlanta with his wife Catherine and two children, Caitlin and William.