

Mario Martinez Jr.

Sales and Marketing Keynote Speaker



 **Book a Meeting**



As a renowned sales & marketing influencer, Mario teaches marketing and sales professionals how to develop an engaging personal brand to attract today's modern buyers using the digital sales ecosystem. Mario is the host of the popular [The Modern Selling Podcast](#). He's been featured in Forbes, INC., Entrepreneur and was formerly a contributor to the Huffington Post. He's a highly sought-after keynote speaker and thought leader with brands such as LinkedIn, Cisco, ADP, Heffernan Insurance, Project44 and many more.

Companies That Hired Mario



SIEMENS

JUNIPER
NETWORKS



CenturyLink™

proofpoint.



RELIANT
TECHNOLOGY

zoom



workfront™



Carousel
INDUSTRIES®



conversica



HEFFERNAN
INSURANCE BROKERS



Miller Heiman Group™



SEISMIC

TriNet 

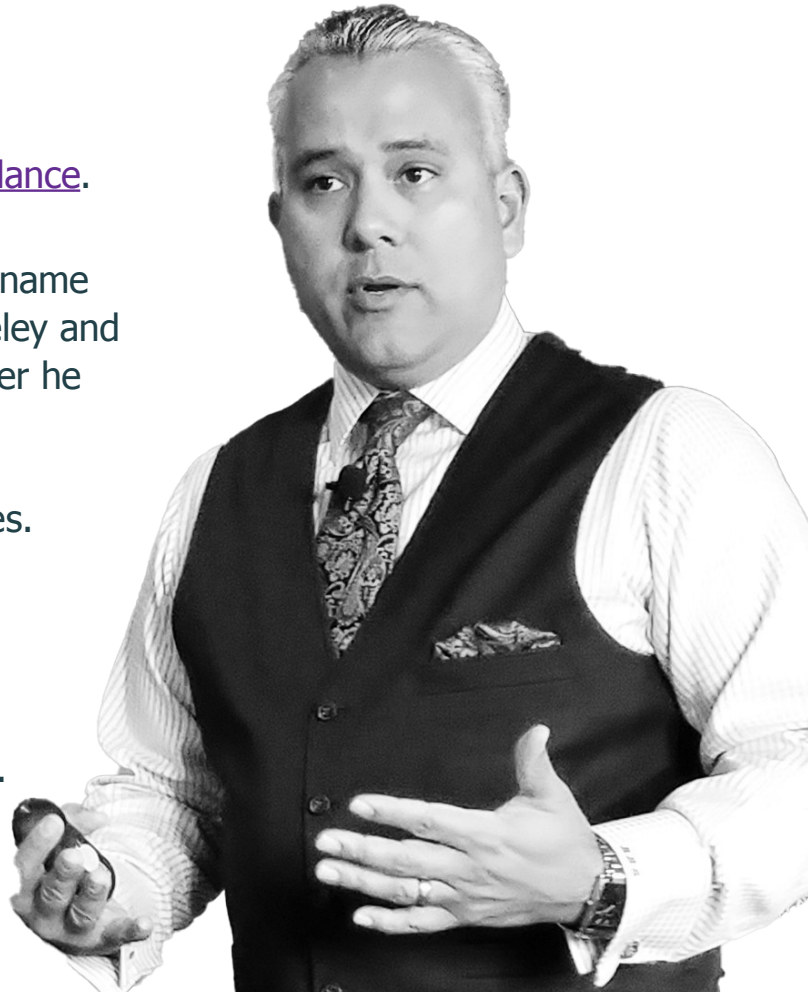
SoFi 

Peer Topics Presented

- 1 The DNA of the Perfect Cold Email**
Session best fits: Salespeople, Marketing and Sales Leaders
- 2 84% of Buyers Start with a Referral: Do You?**
Session best fits: Salespeople & Sales Leaders
- 3 Why Sales Thinks Your Employee Advocacy Program Sucks!**
Session best fits: Marketing and Sales Leaders
- 4 Adapt or Die: The Modern Buyer Requires a Modern Seller**
Session best fits: Salespeople & Sales Leaders
- 5 Feeding Your Digital Network to CREATE Conversations**
Session best fits: Salespeople & Sales Leaders
- 6 Three Inbound Marketing Strategies on a Shoestring Budget**
Session best fits: Marketing and Business Owners

Fun Facts About Mario:

- 1** Known to open a [speech with a Salsa dance](#).
- 2** At 18 years old, he only had \$41 to his name. He spent \$40 of it to apply to UC Berkeley and he was accepted! You can read the letter he penned to his Mom and Dad [here](#).
- 3** Favorite movie of all-time is The Goonies.
- 4** A blog about a conversation with Mario's 5-year-old son prompted him to start his first company. A year later, he consolidated seven companies into one. [Read the full story here.](#)



Awards and Recognitions



The Most Iconic Business Leaders to Watch
The Enterprise World



Most Influential CEO - Software Solutions
Software Solutions



Most Outstanding Virtual Sales Training Provider
Acquisition International Magazine



Top 10 Most Influential Business Leader
Beyond Magazine



Selling Power Leading Sales Consultants
Top 15 Leading Sales Training and Coaching Consultant



Movers & Shakers Awards Leader Category
Social Media Winner

Speaking Appearances



The Story of Sales by Salesforce.com

"[The Story of Sales](#)" the first-ever documentary about the sales profession, featured insights from 20 renowned practitioners and sales thought leaders from around the globe. This groundbreaking film debuted with a Red-Carpet Rollout in San Francisco, California, celebrating the art and evolution of sales. Among the distinguished sales influencers featured was Mario Martinez Jr., CEO of Vengreso, who played a significant role in the documentary and participated in the premiere event. As one of the industry's leading voices, Mario's inclusion highlights his influence and dedication to advancing the sales profession.



XANT Sales Leadership Conference

Curious about engaging today's modern buyers? Mario Martinez Jr., sales influencer and CEO of Vengreso the creators of [FlyMSG.io](#), explores how sales have transformed over time and how technology has reshaped the landscape for both buyers and sellers. He emphasizes the importance of choosing the right channel, leveraging an omni-channel, and adapting to modern selling. This video highlights Mario's ability to command and excite and audience to change.



Digital Sales Summit

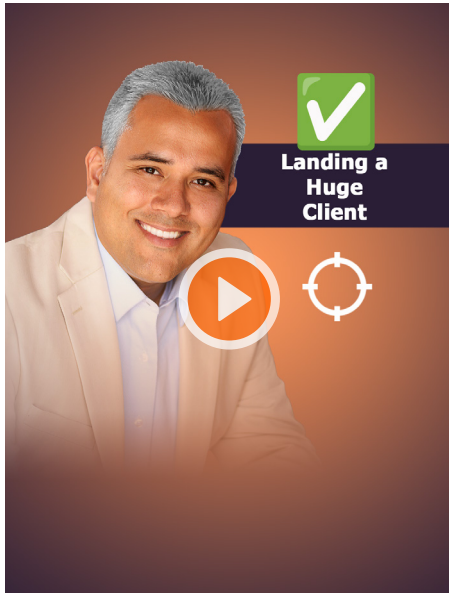
At the AA-ISP Digital Sales Leadership Summit, sales influencer and thought leader Mario Martinez Jr. of Vengreso, delivers a keynote exploring the fall of Blockbuster, Borders, and Toys "R" Us, attributing their demise to technology, shifting customer buying habits, and a failure to adapt. Sharing sales tips to ensure brands don't face the same fate, Mario emphasized that today's buyer is fundamentally different. With over 1,000 sales leaders in the room he helped them to see the need to adapt or die. [Click to listen in now.](#)



DreamForce

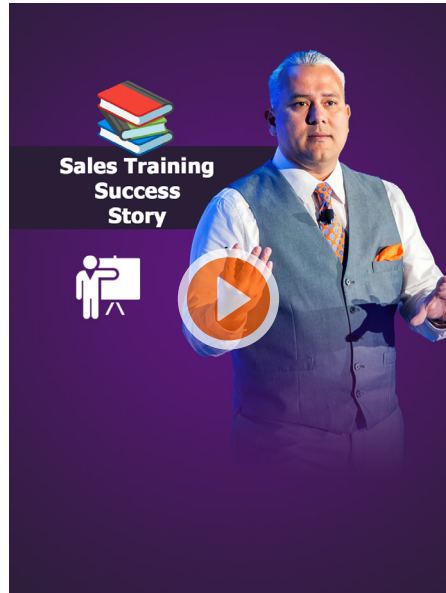
Looking for sales enablement best practices? Vengreso's CEO Mario Martinez Jr., shared ten essential steps for launching a digital selling program at the Sales Enablement Soiree, at Salesforce's Dreamforce. In this insider video, Mario explains how to reach the 90% of buyers you're missing with phone calls and emails, emphasizing the need for a robust strategy. He covers everything from securing executive buy-in to setting KPIs and driving adoption through gamification and recognition. [Click to listen in](#) as he speaks to over hundreds of sales enablement leaders.

Podcast Speaking Snippets



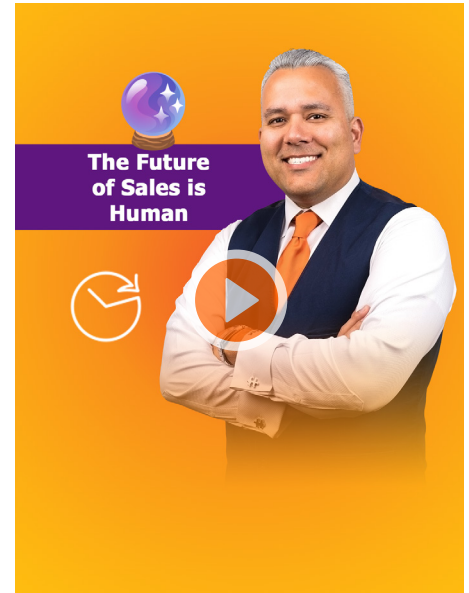
Landing a Huge Client

From The Modern Selling Podcast



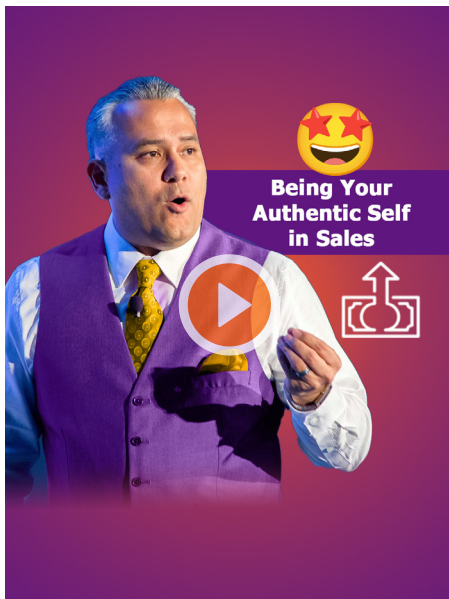
Sales Training Success

From The Modern Selling Podcast



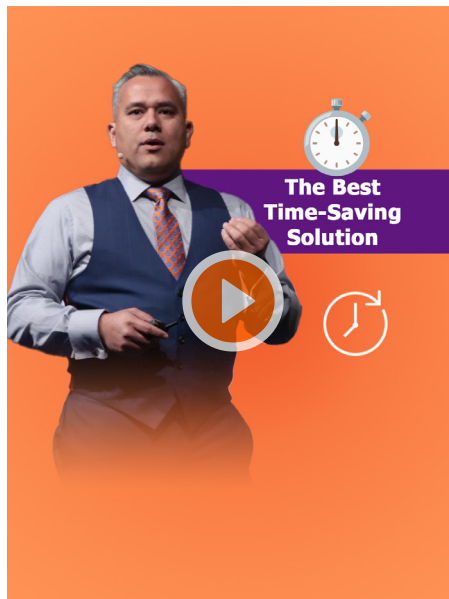
The Future of Sales

From The Modern Selling Podcast



Being Your Authentic Self in Sales

From The Modern Selling Podcast



The Best Time-Saving Solution

From The Modern Selling Podcast



Overcoming Adversity: An Entrepreneur's Journey

From The Modern Selling Podcast

Testimonials

When we asked our sellers about their experience partaking in the training, 100% of our participants said the program met, exceeded or far exceeded expectations.

Thank you to Mario M. Martinez Jr. and his team for knocking it out of the park!



Shauna Hassett
Executive Vice President,
Enicio

If you are looking for a speaker to spend one hour of time presenting "death by power point" content, Mario is not your partner. If you are looking for a presenter with no enthusiasm, Mario cannot help. Mario is not your typical professional speaker and trainer. Mario is a true thought leader with an exuberant amount of enthusiasm.



Ann Guy
Inside Sales Innovation &
Transformation, Donnelley
Financial Solutions (DFIN)

I would hands-down say they have the best LinkedIn Training on the market. Some may try, Vegreso has succeeded.



Kathryn E. Nuñez
Strategic Sales + Business
Development, The Social
Selling Agency

It's simple... best sales training ever! And I've seen many of them. Mario and the Vegreso team... bring the sales experience, sales language and sales passion to their training programs.



Carl Landers
VP, Marketing at Ternary

Such a great presentation and one I'd highly recommend for any sales organization.



Matthew Langie
CEO, The Marketing Gurus

It literally has been the BEST training program we have done in over 10 years. The training is interesting, relevant a little nerve-racking(!), and amazing all at the same time! Don't hesitate.



Liz Bishop
CSO, Heffernan Insurance
Brokers

I really wanted to say thank you Mario and thank you Vegreso! As a native sales trainer and sales enablement and learning development expert where I teach every day and help large organizations develop their own curricula let me just say "Wow"!



Carle Lopez
Co-founder and COO,
ASPELIAN GROUP

... there is no mistaking their expertise to facilitate and deliver sales training, playbooks, workbooks, and coaching that makes an impact and changes the seller's behavior.

This was the best sales training we've done in a very long time.



Dann Tasone
CRO, NWN Carousel



Schedule Your Next Speaker!



Mario Martinez Jr.
CEO and Founder at Vengreso



Book a Meeting