



Alana Nicol

SPEAKER | TRAINER | COACH

Professional Training to Elevate Your Success

Engaging and energetic, Alana Nicol delivers practical strategies that help leaders and sales professionals improve performance and drive results. With more than a decade of experience in leadership, management, and business development, along with years as a Sandler Certified Trainer with Gerry Weinberg & Associates, she helps organizations uncover blind spots, strengthen coaching practices, improve forecasting accuracy, and build accountable, high performing teams.

Popular Topics

Building a World Class Sales Organization

Build a sales team that wins consistently by aligning talent, process, and accountability around a repeatable system.

Leveraging AI and Technology for Improving Sales

Use AI and smart tech to eliminate guesswork, uncover insights, and turn your sales process into a precision engine.

How to Shorten Your Sales Cycle

Shorten your sales cycle by eliminating friction, setting clear next steps, and controlling the buying process from start to close.

TESTIMONIALS

“Alana has an exceptional ability to uncover the real problem, not just the symptoms. She brings passion, conviction, and clarity to every engagement, helping sales teams operate with greater discipline and intention. I highly recommend working with Alana to elevate your sales organization.”

“Alana’s work had a direct impact on our revenue and customer success. Through her guidance, we improved our sales processes, increased retention, and recovered over \$100,000 in lost business in a single year. Her approach delivers measurable results.”

SANDLER®

Gerry Weinberg & Associates

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