

Don Jones

President

DRZ Enterprises LLC

Don Jones is Owner and President of DRZ Enterprises LLC, a Chicago based training and consulting firm. He also is a professional business speaker and executive coach. Jones specializes in helping businesses, individuals and senior managers create more sales oriented cultures and a sense of urgency to compete in their respective markets. He has built systematic processes and produced outstanding results in Fortune 500 companies across many different industries.

Jones has over thirty years experience in sales, sales training and senior management. He is recognized for achieving outstanding bottom-line results in a series of complex, business building and troubleshooting missions, in executive roles at IBM, American Express, Sears, Tellabs and Gateway. At Tellabs, a \$3.5 billion telecom company, he boosted sales by 57% while producing a 30% increase in revenue per sales headcount. At Gateway, he topgraded the organization and improved store close rates by 6 points and orders by 20%. After these accomplishments, Jones went on to start DRZ Enterprises.

A frequent public speaker, Jones has educated and entertained audiences on a variety of business topics including leadership, business development and marketing, and of course selling and sales management. Don recently co-hosted a weekly radio show on AM 1160 entitled, "Get A Life", focusing on issues of work-life balance. He has received numerous sales and marketing awards, been published in several magazines and conducted business in the U.S. and internationally.

Jones earned a BS in Mathematics from Purdue University and did graduate work at IUPUI and Christian Theological Seminary. Don and Ricarda, his wife of 35 years and son Zan attend Flossmoor Community Church, where Don is Assistant to the Pastor for Pastoral Care and has served as a member of the Stewardship Committee, taught adult education classes, lead small groups and preached. Throughout his business career he has utilized his personal and business resources to better the communities in which he has worked and lived.