**James Brown Jr Bio (Long Version)**

James Brown is a speaker, emcee, voice-over talent and speaking/presentation coach for youth and adults; You could say James is a man who wears many hats (he literally has a hat collection of more than 30 “B” caps!). He sprinted his way from being an All-American collegiate track star and World Championship trials qualifier to an award-winning Nation Account Executive.

**James loves engaging with people and leading others to success, drawing on his championship experiences in both athletics and corporate America.**  Whether crossing the finish line to earn a world-class status as a sprinter or spending 30-plus years working with national, sports and corporate clients, James has learned quite a bit about preparing, competing, succeeding at a high level, and the importance of "**THE EXCHANGE ZONE!"**

As a former sales executive, James has closed deals and managed clients for high-profile sporting events and major corporations. He was named National Account Executive of the Year during his tenure as a sales director for Visit Houston and was named Supplier of the Year by Meeting Professionals International (MPI). James now serves on the board of MPI-HAC as Vice President of Leadership Development.

As a speaker, James has merged his unique expertise as a lifelong leader and teammate to offer engaging keynote and breakout sessions that inspire while providing practical solutions for sales success by developing customer-centric services and rewarding (revenue) relationships. James challenges organizations to adopt a “champion mindset,” motivating people to see everyone they meet as a customer!

Known for his room-commanding voice and interactive approach, James customizes presentations to meet the needs of each client. He speaks on topics including:

* Sprinting to sales success
* Championship level customer-centric culture
* Pass the Baton: You can’t do it alone
* Your frontline impacts your bottom-line
* Accelerating your business growth
* ICE your elevator speech
* The Race to winning customer service
* …And more!

Away from the stage and mic, James is a husband, father of two, cook, and golfer who’s known to wear cowboy boots.