

Don Hahn Biography

Don Hahn is a certified franklin covey coach, a certified Behaviors and values analyst, a sales trainer and business consultant. Don has worked with hundreds of businesses and thousands of sales professionals in creating change-ready organizations. As a leading talent manager, Don is a member of TTI's elite Chairman's circle and a chosen member of TTI's International Faculty.

Prior to founding Hahn Training in 2000, Don spent over 25 years in Fortune 500 firms, initially as a top performing sales rep, and more recently as an executive sales leader in which he spearheaded channel development, marketing and sales operations for global sales enterprises of up to 1000 people.

Active in the community, Don is past president of the Buffalo Niagara Sales and Marketing Executives (BNSME) a board member of UB's Center for Entrepreneurial Leadership, an active member of The Buffalo Niagara Partnership, and former board member of the Amherst Chamber of commerce. An accomplished author and sought after speaker, Don delivers motivational programs on change management, talent development, sales and leadership.

Don has developed a leadership training program entitled CHAMP, teaching 5 key components of leadership, and oversees a sales and sales management institute in Buffalo NY. He has authored and established The Corporate Mind, a comprehensive Mastermind Group for entrepreneurs and leaders. Additionally, he has published "Keep it in the Fairway," a book and seminar series examining the connection between sales success and golf mastery.

Don lives in Buffalo with his wife of 38 years, Debby. His outside interests are golfing, reading, writing and gardening