



## Brian Sims

A Winner in the Business World of Formula One



### CSA CELEBRITY SPEAKERS

Brian Sims is a world class professional salesman. He moved into international motorsport from the corporate sector and became one of the sport's most successful sponsorship sales exponents. His achievements include securing the multi-million dollar deals that brought FedEx, Gillette and Marconi into Formula 1.

**"Money, Egos and Speed: My Journey to F1 and Beyond"**

#### In detail

Brian began his career as a Xerox salesman and it was the sales skills that he learned with this highly regarded company that would eventually enable him to succeed at the very top level of international motorsport. His passion for motorsport then came to the fore and he embarked on a new career, initially as a championship winning professional race driver. It wasn't long, however, before he built an enviable reputation for securing substantial corporate sponsorship and this led him to a career in Formula 1, not as a driver, but as the Marketing Director of two F1 teams, Benetton and Lola Scuderia Ferrari. Brian is also the Founder and one of only three Honorary Life Members of the prestigious Motorsport Industry Association.

#### What he offers you

Brian has both the credibility and experience to relate well to sales audiences and has a unique ability to entertain and enthuse at the same time as passing on valuable lessons about the way he is still succeeding in achieving sales in these tough economic times.

#### How he presents

Brian takes the audience behind the scenes of the glamorous, exciting, yet cut-throat world of global sports marketing. He intersperses accounts of how he became such a successful salesperson up to and including Formula 1, with a host of anecdotes from his colourful motorsport career.

#### Topics

Generating Measurable, Sustainable, Business Development through Sports Sponsorship

Money, Egos and Speed: The Real World of F1 and International Motorsport

From Xerox to F1: A Xerox Salesman makes Good in the World of F1  
High-Value Sales: The F1 Way

#### Languages

Brian presents in English.

#### Want to know more?

Give us a call or send us an e-mail to find out exactly what he could bring to your event.

#### How to book him?

Simply phone or e-mail us.

#### Publications

##### 2019

You Don't Have to be a Champion... to be a Winner!

##### 2016

Sponsorship Acquisition: Online Course

##### 2005

Sports Sponsorship: Getting Your Share