



*We help you sell more products,
services, ideas, and yourself.*

What can I do for medical device professionals?

I am passionate about helping sales leaders and teams achieve their goals through effective sales, leadership, and business development strategies. Healthcare is a competitive, ever-changing industry where it is harder and harder to be heard: our goal at SalesPlus MVP Coaching & Training is to provide the tools, tactics, and education to cut through the noise. Our mission is to offer continued support to medical device sales professionals, distributors, independent representatives, sales professionals, and teams using proven strategies and techniques that empower growth.

To the life and business you deserve,

Meet Steve Porcaro

As an executive coach, trainer, and speaker with over 25 years of medical device experience in sales, leadership, and team development, he works with organizations to reduce stress and improve performance.

He uses an assessment-based approach that allows individuals to better understand themselves and then to better understand others. He is a frequent speaker on communication, stress and teamwork. His interactive presentations & workshops provide the participants with information, skills and tools that can be used immediately.

Steve is a graduate of the Advanced Coaching Program from Coach U, Past-President of the CT Chapter of the International Coach Foundation, and a Certified Master OASIS Trainer.

How do I work?

PARTNER

Celebrate wins.
Conquer obstacles.
Unveil your blind spots.
Strategic brainstorming.

PLAN

Make it simple.
One page, not 100.
Make it actionable.
We develop YOUR plan.

PUSH

You further.
Out of comfort zones.
Discuss tough subjects.
Face the unapproachable.

Executive Coaching for Business Owners, Leaders, and Sales Professionals





Business Coaching

Ready to grow? We'll focus on marketing, strategic planning & key business topics to quickly impact your bottom line.



Sales Coaching

Develop your unique processes for attracting & closing more business, fine-tune your presentation and prioritization skills.



Leadership Coaching

Want to reduce stress and increase team performance? Learn how to bring out the best from each member.



Interview Preparation

Learn how to how market yourself using the latest social media strategies, resume tips, and career transition techniques.



Personal Coaching

There is more to life than just work and career. Learn how to balance work/life demands, reduce stress, & improve communication.



Continuing Education

In order to increase results, you have to improve performance. Continuing education is a proven way to stay on the cutting edge.

Business & Executive Coaching | Leadership Development | Team Effectiveness
Training Workshops | Meeting Facilitation | Talent Retention | Assessment Services | Career Transition

Steve understands the real-life challenges of today's workplace and shares innovative and practical solutions with the following people and organizations:



I do not advertise. All of my business comes from recommendations and referrals.

A Good Referral for me:



Steve canoeing the Connecticut River

A Medical Device Distributor

Our programs can help them with sales and marketing, HR, strategic planning, operations, family business or partnerships.

A Medical Device Independent Representative or Sales Professional

A sales leader looking for a trusted partner to brainstorm, produce alternatives, and help deliver action and results.

An Organization or Company

Steve is an energizing speaker and offers interactive training programs that help provide direction and motivation for employees.

People need me when they say:



What to say:

- “Ever thought of hiring a professional?”
- “How about working with a coach?”
- “Let me see if I can get you a free session with Steve. He’s a good friend.”

How can I help you?

- If I see a clear fit, I don’t hesitate to let them know about a great business
- I only recommend people & companies I trust - that goes a long way with my clients
- Be assured when I give you a lead, my clients will be very receptive to you
- Let’s connect: [linkedin.com/in/steveporcaro](https://www.linkedin.com/in/steveporcaro) | [facebook.com/SalesPlusMVP](https://www.facebook.com/SalesPlusMVP)
- My Linkedin is YOURS - I have over 4500 Linkedin connections and run 6 Linkedin groups with over 100,000 members

Client Testimonials



"When I first reached out to Steve, I was in a sales slump"

I am a hard worker and had all the tools I needed to succeed but I needed some help to regain momentum. Steve helped me identify my strengths and weaknesses and develop a plan to move forward and regain confidence. Through our work together I was able to realign my personal and professional goals to identify a more focused approach to my career in medical device sales. Furthermore, I started a new job with a company that better fits my goals and I'm much more excited and driven because I made the move!

Steve is a great mentor and really treats as a friend and business ally. I would recommend him to anyone looking to gain that extra edge and focus in their professional and personal growth.

Teddy Woodhouse | Early Intervention Sales Consultant | DuPuy Synthes Mitek
a Johnson & Johnson Company

"One of the most effective coaches"

Steve's experience in the world of medical sales became evident when I started working with him. He helped me develop a plan on managing the expansive territory I cover along with creating a system of following up with my existing customers by territory. I felt stronger and more motivated with each coaching session and was able to apply immediately what I learned. I highly encourage Steve as a Sales Coach.

Raquel Gallagher | Director of Clinical Applications | Medserv Plus



"An absolute valuable cornerstone to any great team"

It is very relieving to have Steve coach and guide the team on communication, in these moments to make sure that progress is not hindered, and help guide that passion to produce the greatest benefits for the company. Steve's patience with a difficult team, along with his insight and intuitiveness to each individual on the team was critical to getting the best out of them. I would absolutely recommend Steve to others. He is an absolute valuable cornerstone to any great team.

Joseph Raymond, CNIM, MBA, OHCC, CHCO
President | Axis Neuromonitoring, LLC

"Get a great result"

Steve is a great coach, very supportive and caring. Steve makes me feel so comfortable and successful while preparing for the interview. He helps me build on my strengths and conceptualized in my mind how to fit in medical device industry and be marketable. Steve has a warm personality, and I am always happy to work with him. I would recommend Steve as a business coach/trainer to get a great result.

Margarita Shub | Faculty Instructor | Lincoln Technical Institute



Contact Steve for a complimentary consultation

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