

Jill's Official Bio

JILL HARRINGTON, president, potential2performance

For over two decades, Jill has helped improve business top lines and bottom lines for a diverse range of industries including business services, hospitality, travel, finance, technology, insurance, pharmaceutical, media and integrated communications technologies. She has held senior executive and sales leadership positions in national and global performance improvement companies, where she developed a reputation as an industry leader in developing and motivating sales organizations to drive improved business performance.



Jill received her university education in the UK. She has advanced business education from

Western University's Ivey Business School, holds advanced coaching credentials through the Adler School of Professional Coaching in Toronto, and earned her certificate in adult education from St. Francis Xavier University.

She is a regular speaker on the subjects of sales and sales leadership effectiveness, employee motivation and corporate performance. In addition to her monthly salesSHIFT e-magazine she writes for business publications in the United States and Canada.